OIPE IAP12
NOV 17 2005
PATENT & TRADEMARK OFFICE

FIGURE 1
SYSTEM CONFIGURATION

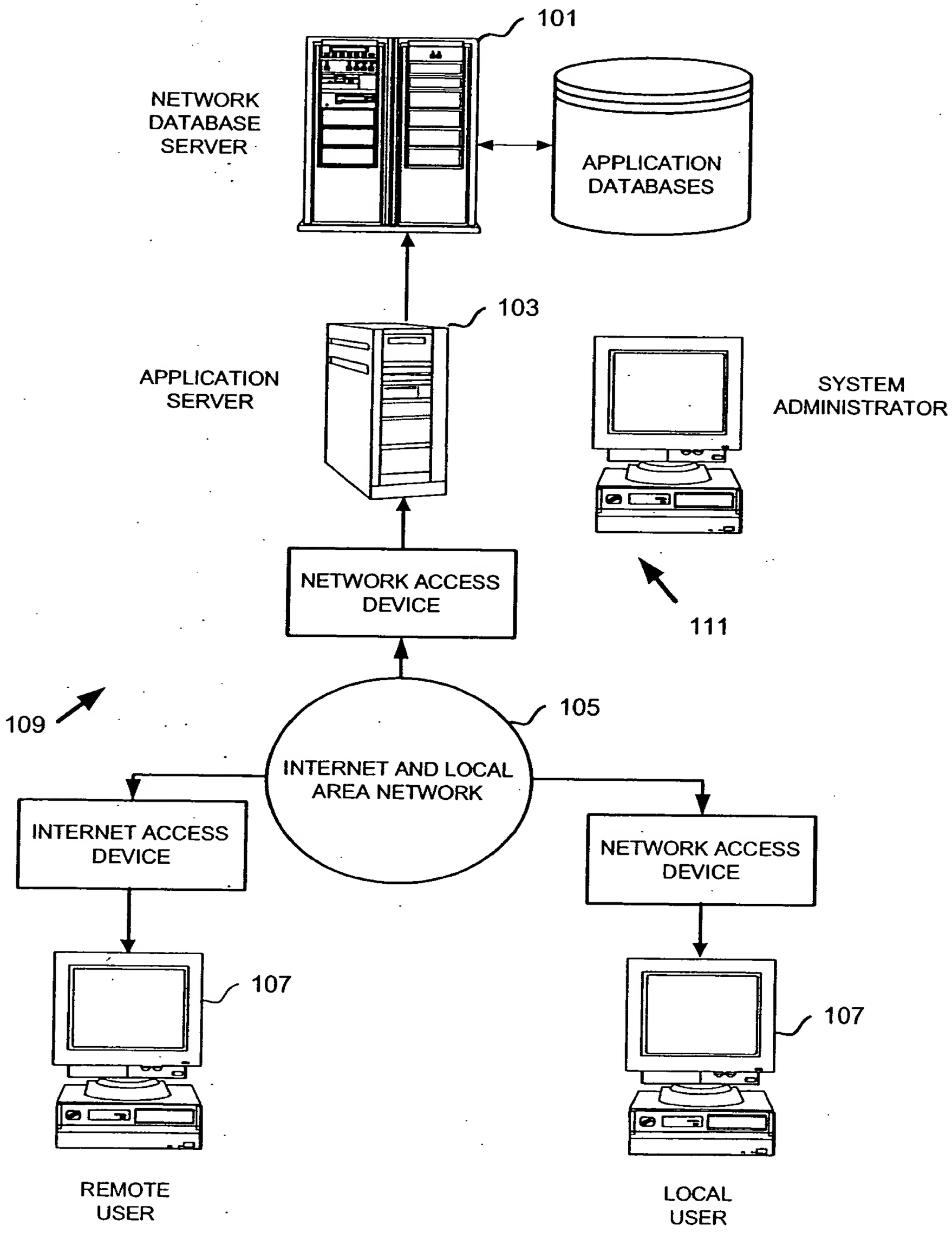


FIGURE 2.A:
METHOD OF GENERATING A CONTRACT

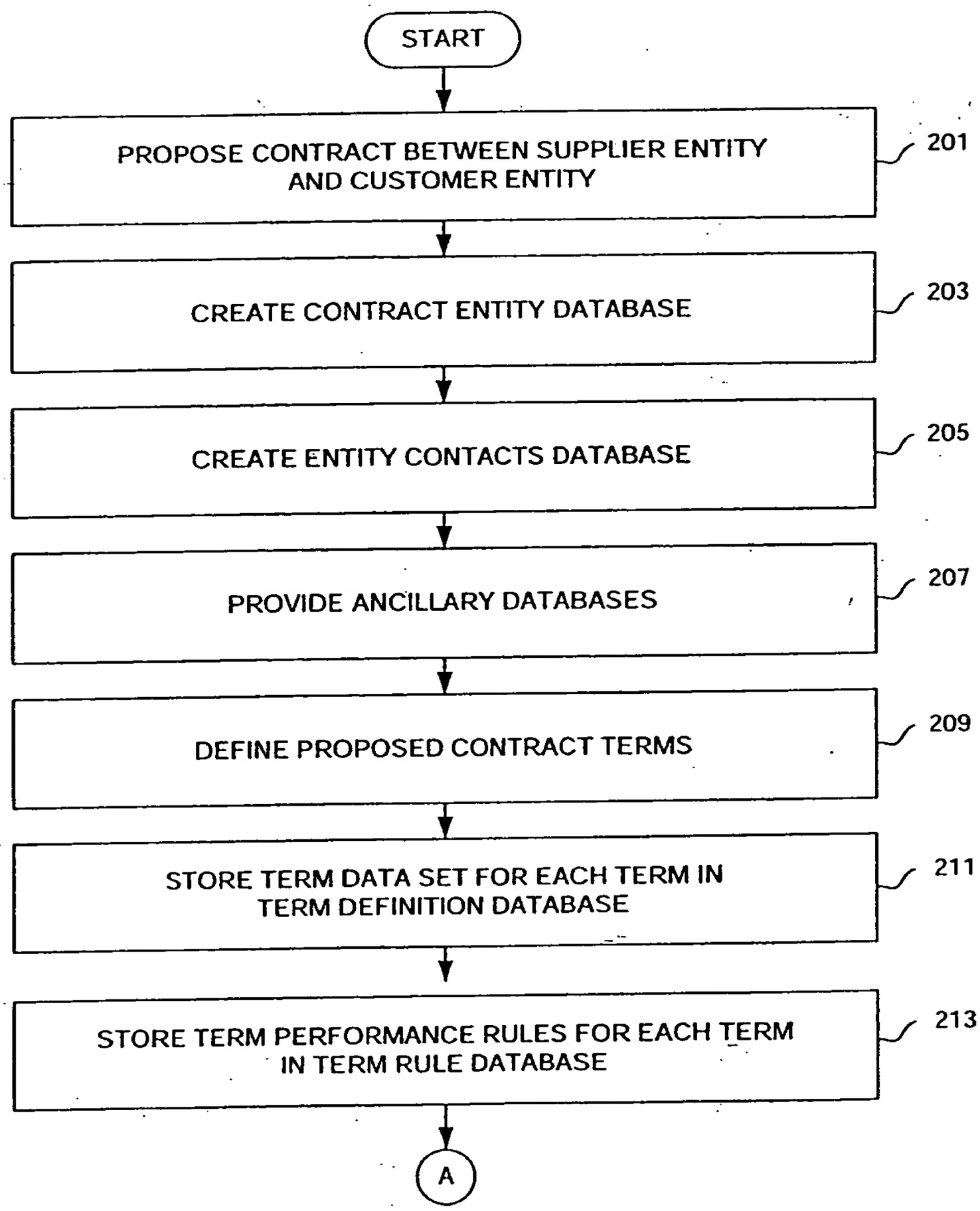


FIGURE 2.B:
METHOD OF GENERATING A CONTRACT

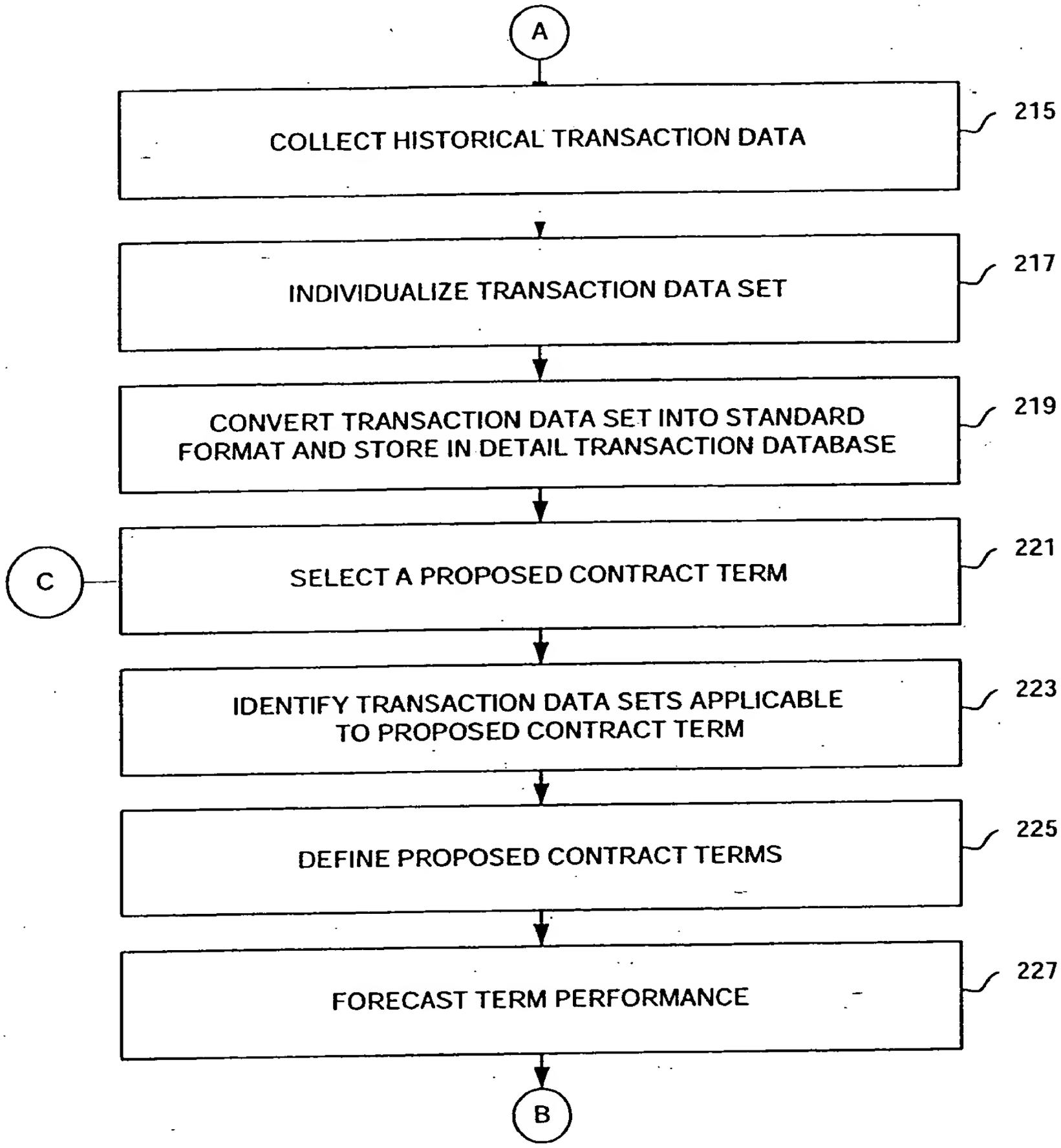


FIGURE 2.C:
METHOD OF GENERATING A CONTRACT

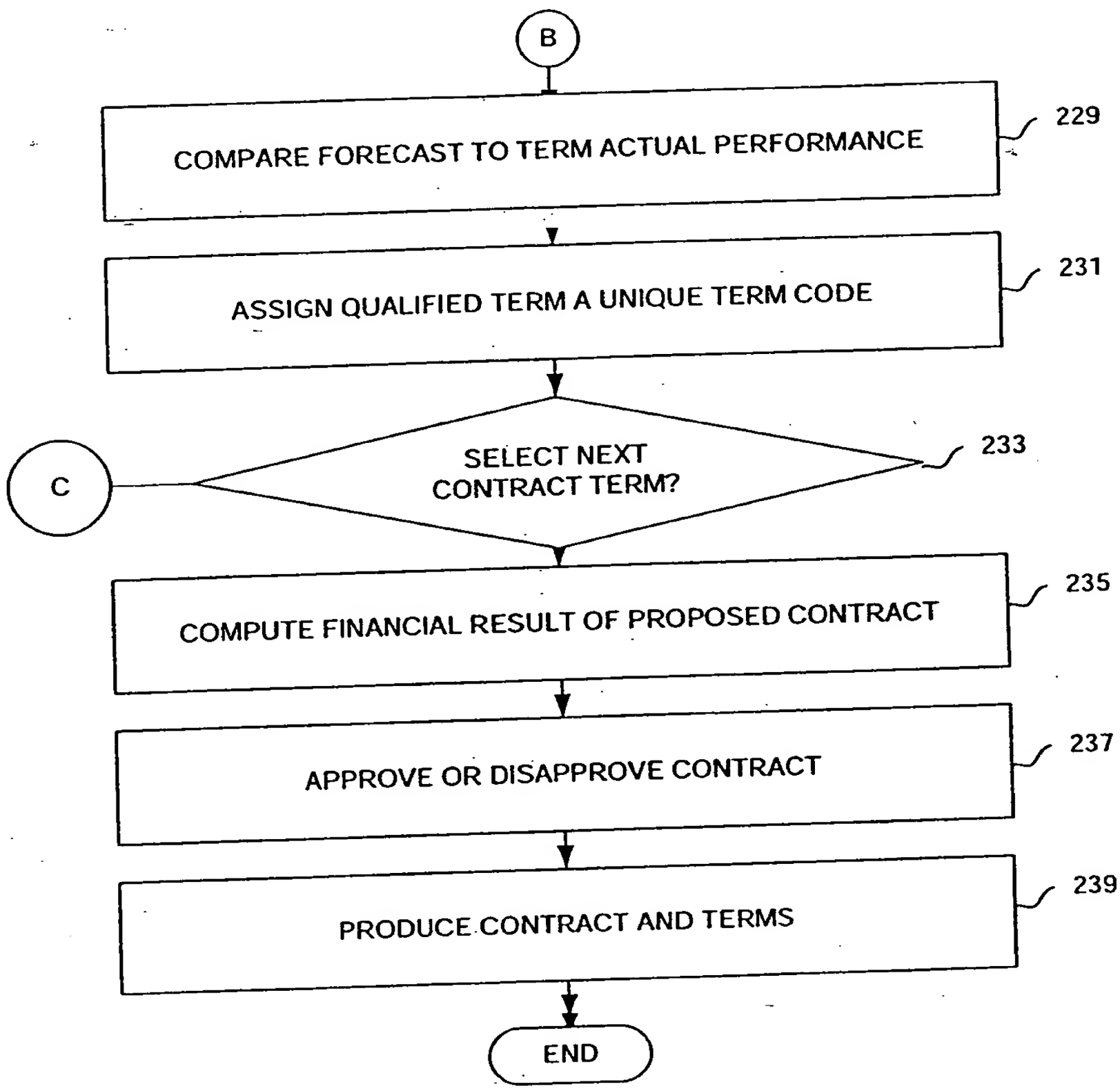


FIGURE 3:
COMPUTER PROCESSOR AND DATABASES

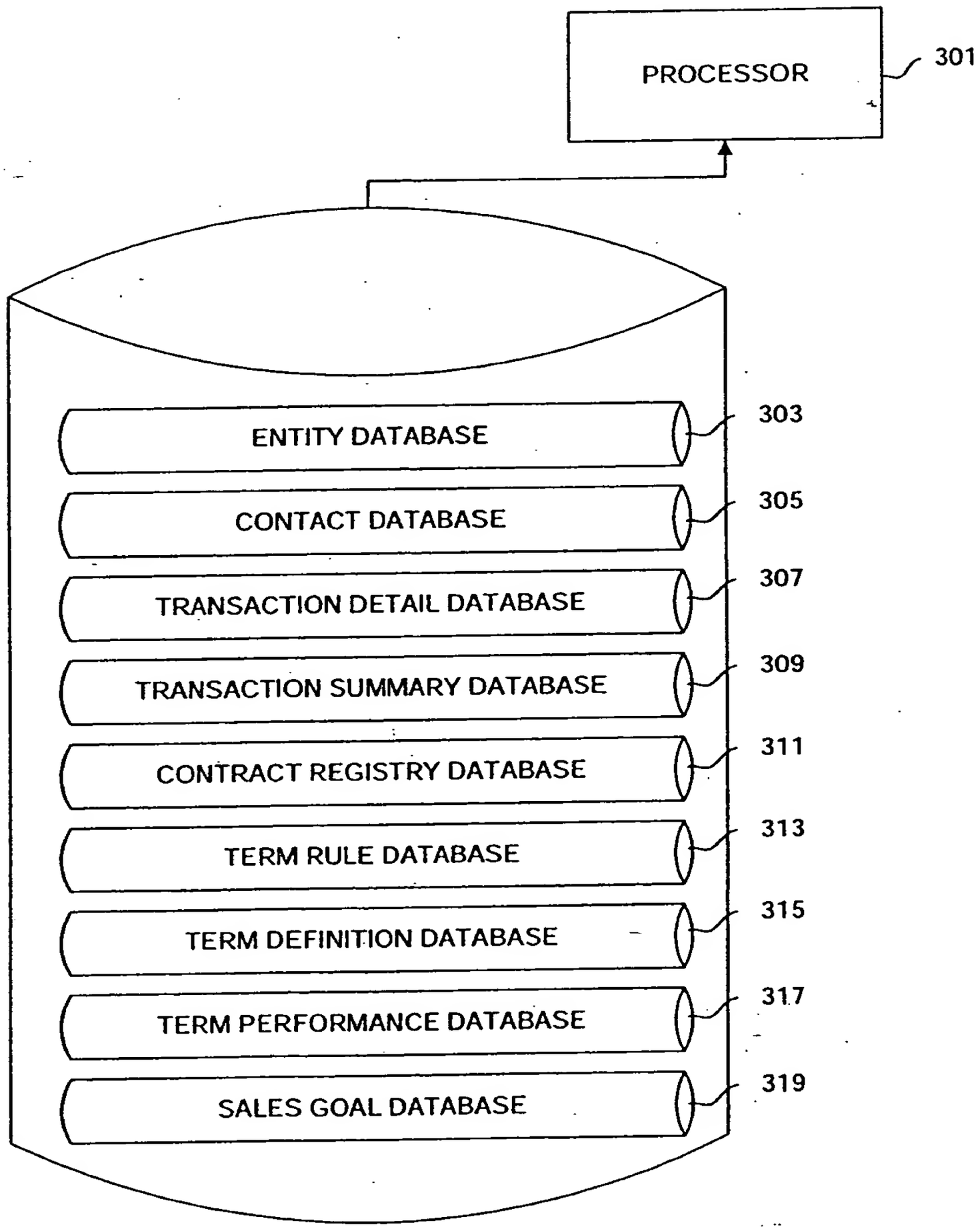


FIGURE 4.A
CONTRACT-DESIGNATED TRANSACTION

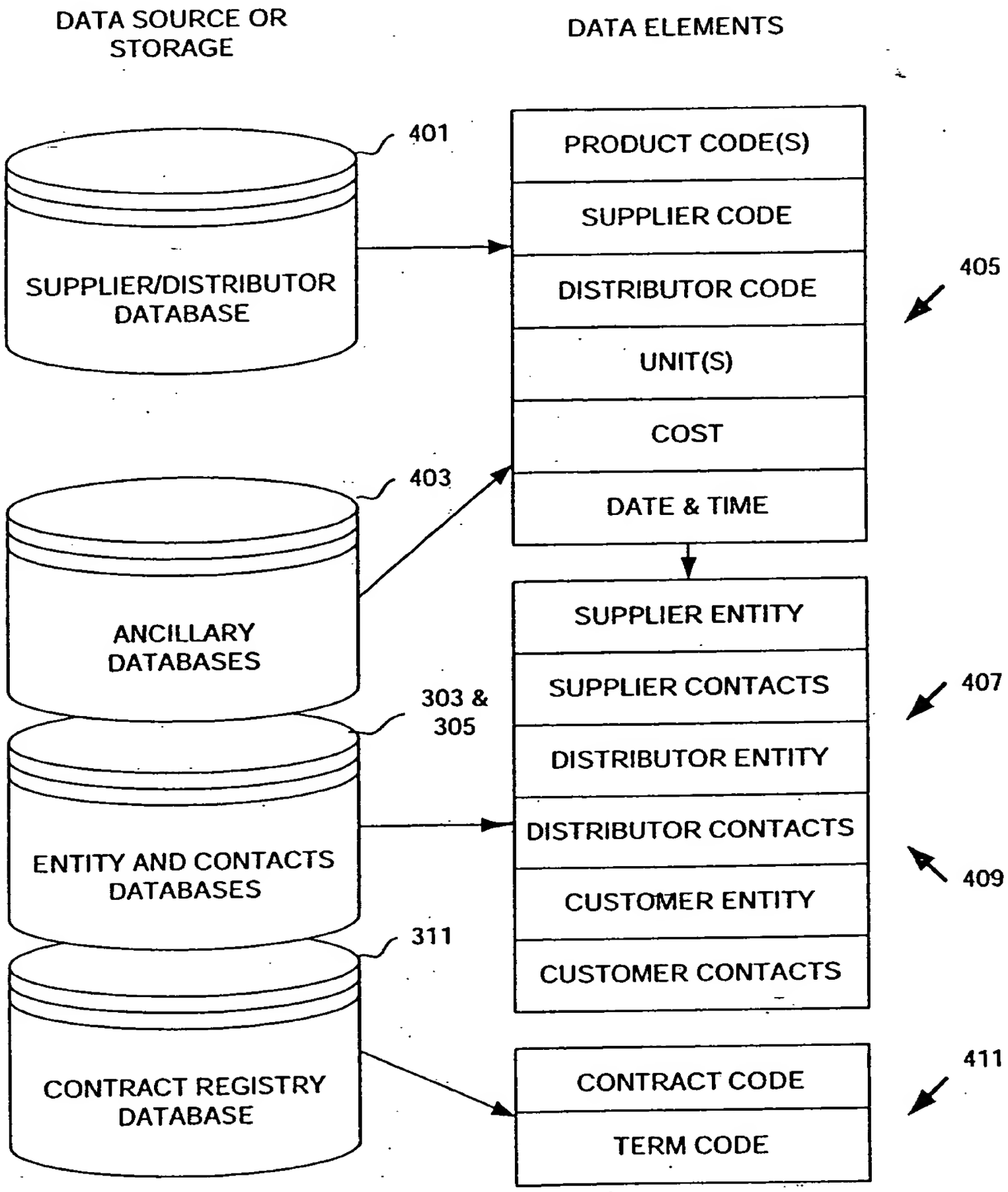


FIGURE 5.A
INPUT CONTRACT ENTITIES AND CONTACTS

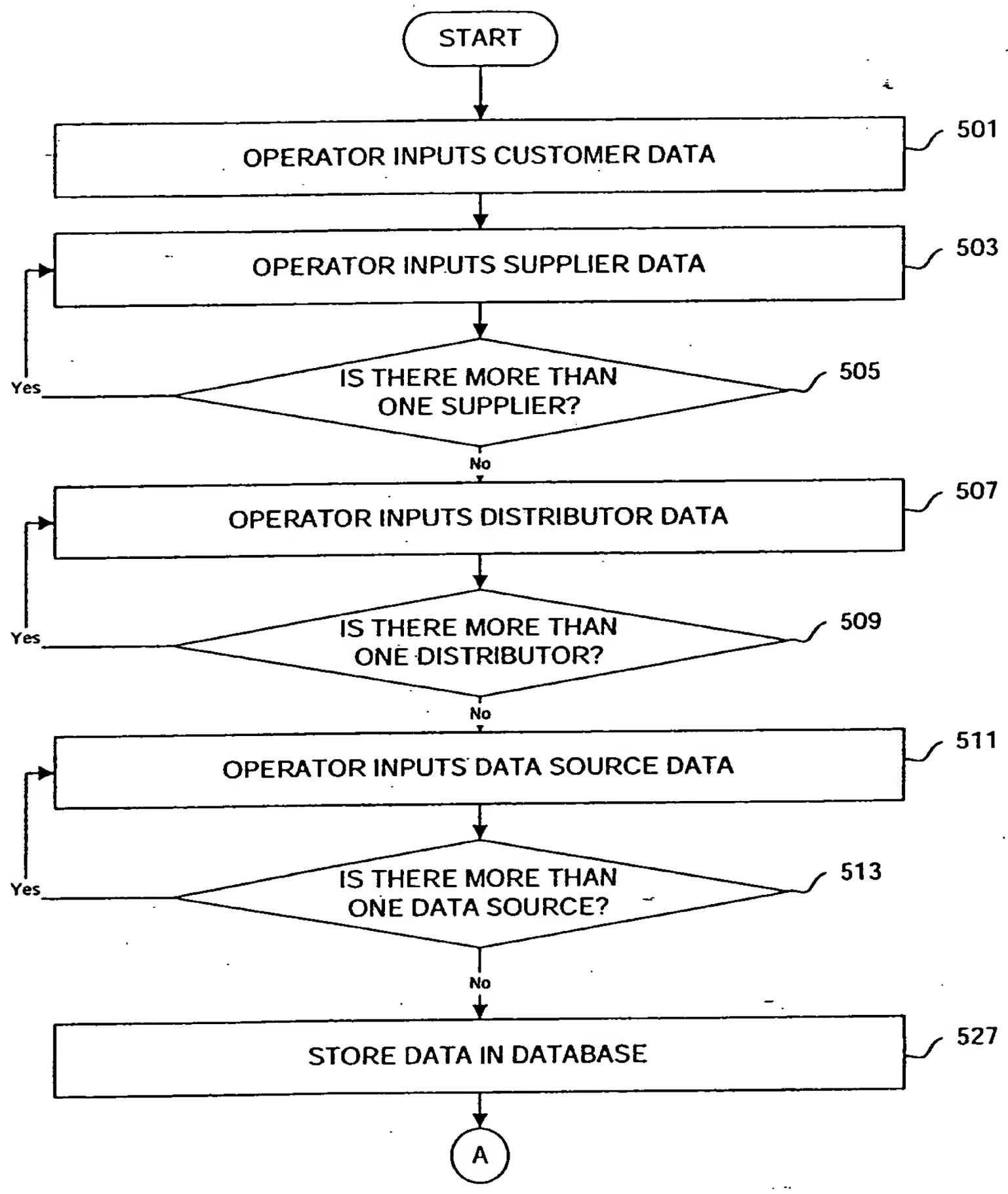


FIGURE 5.B
INPUT CONTRACT ENTITIES AND CONTACTS

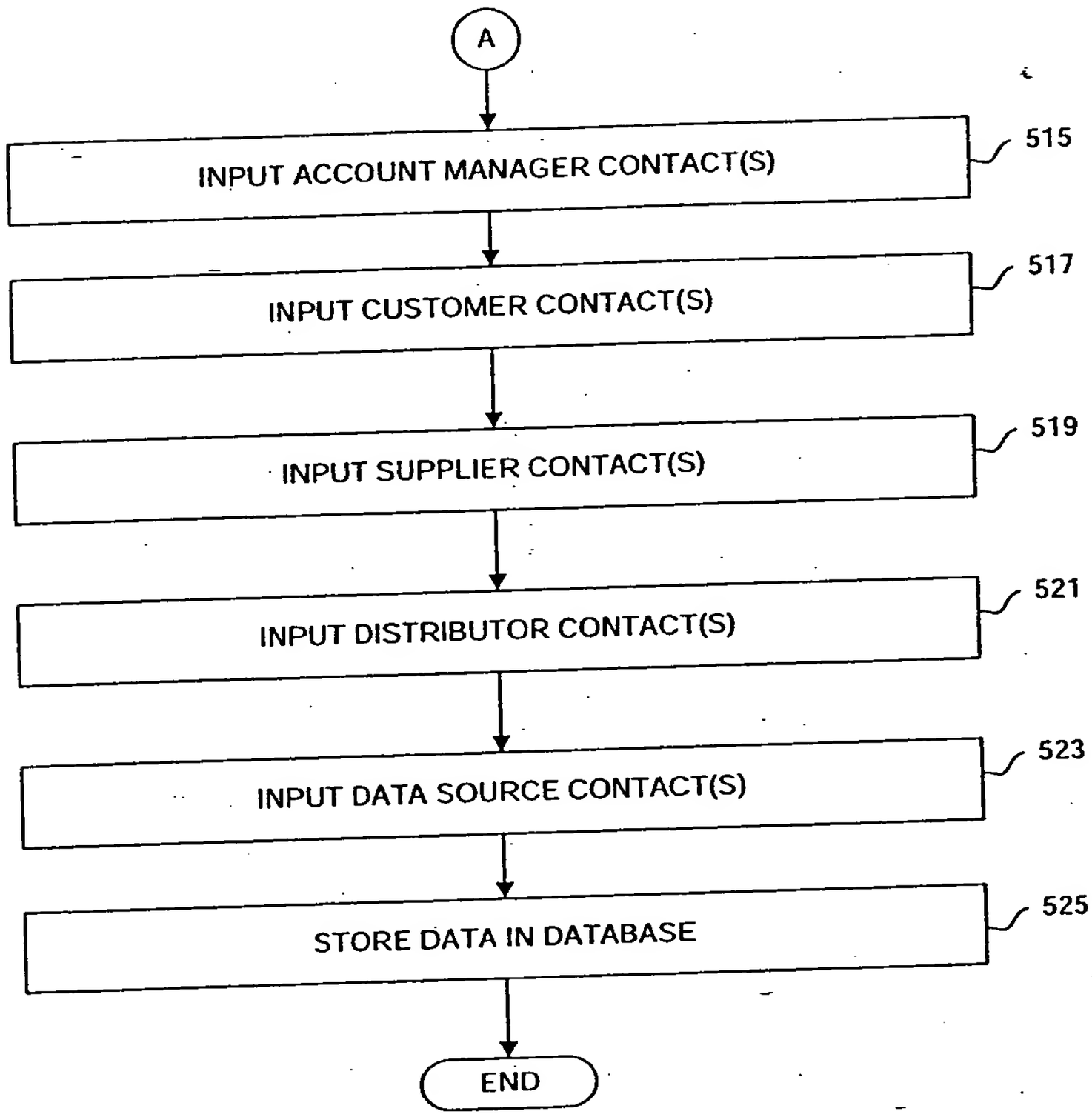


FIGURE 4.B
CONTRACT-DESIGNATED TRANSACTION

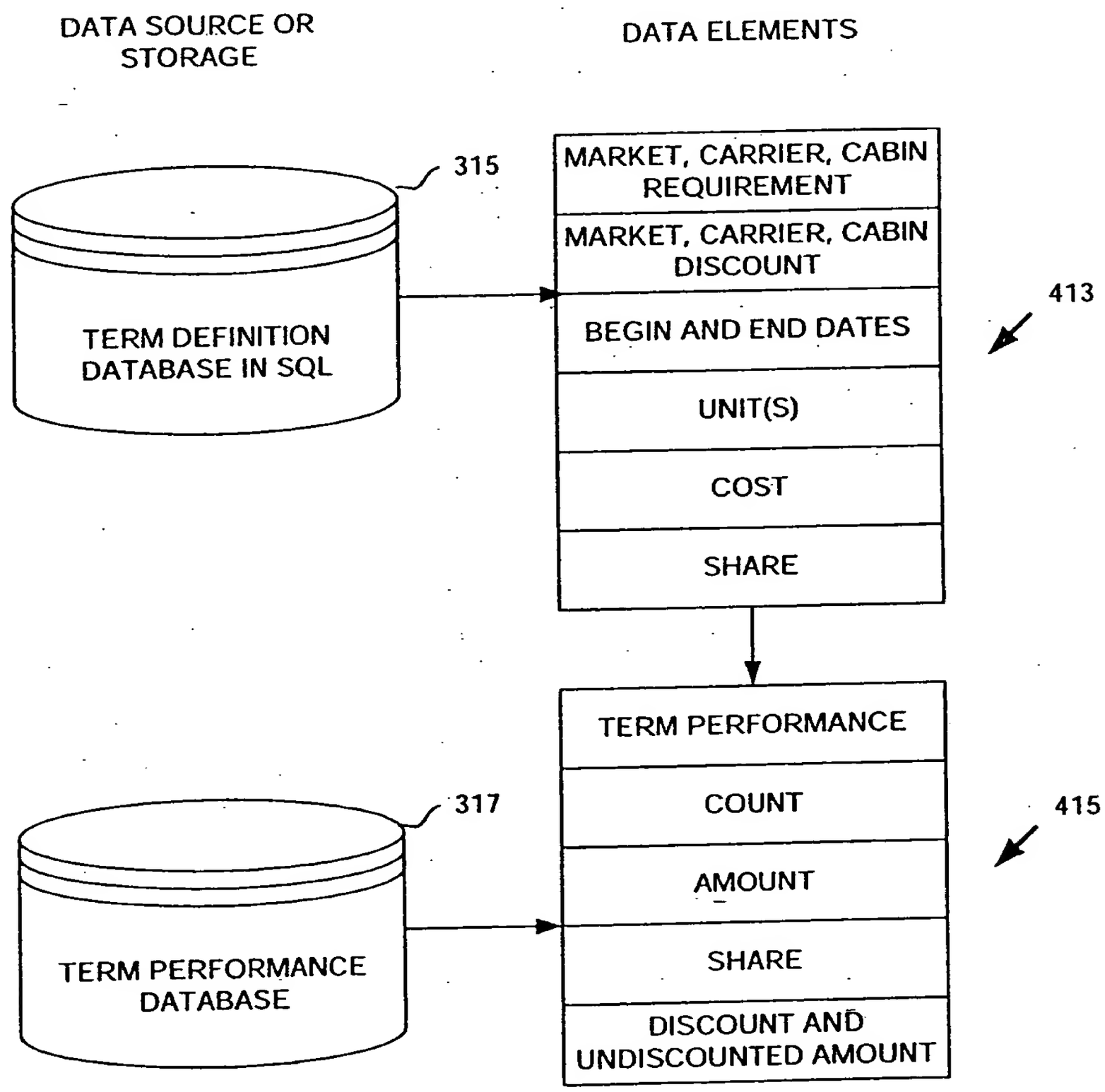


FIGURE 6:
ESTABLISH CONTRACT AND TERM RULES

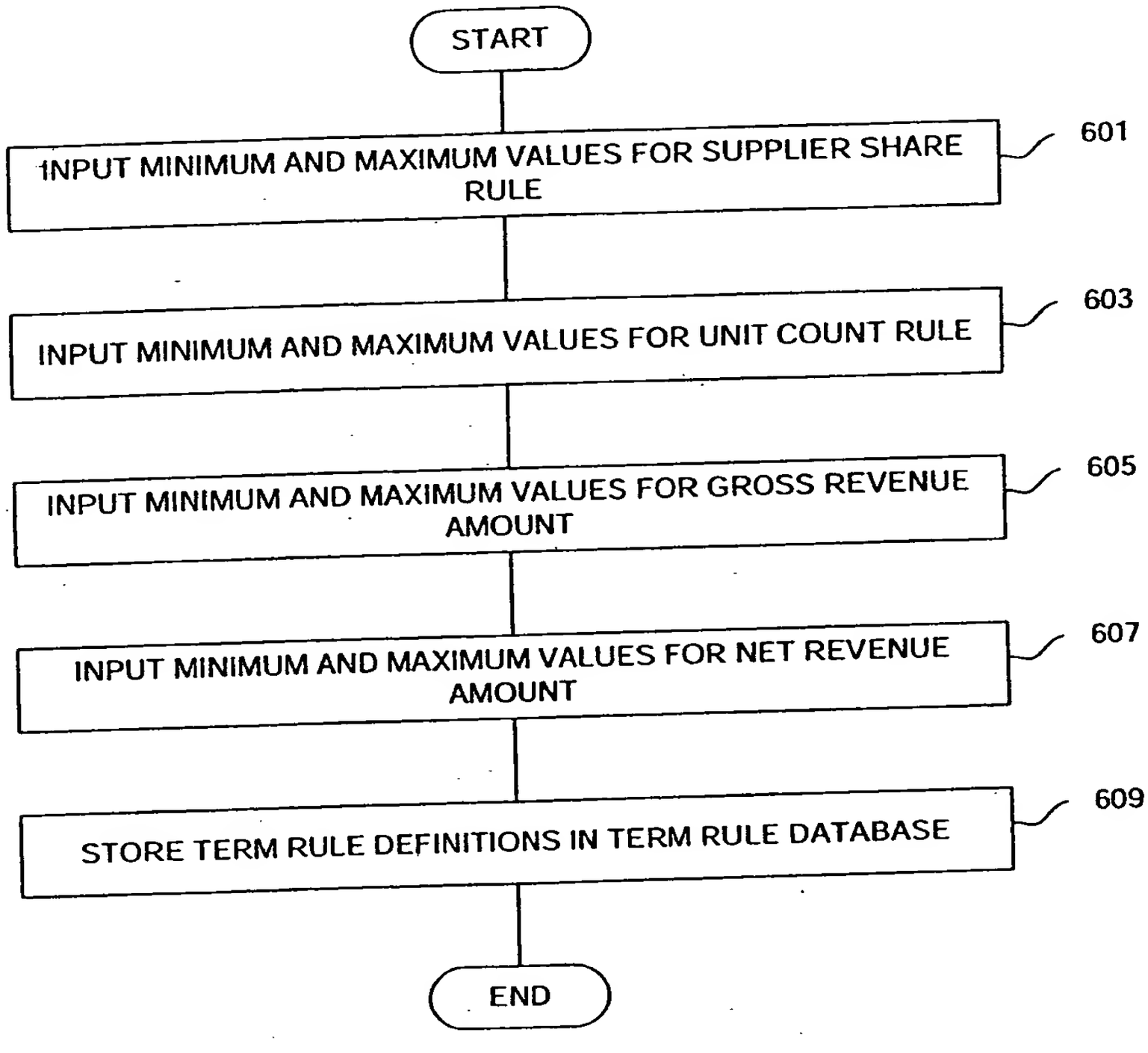


FIGURE 7.A
NORMALIZE DATA INTO STANDARD TRANSACTION FORMAT

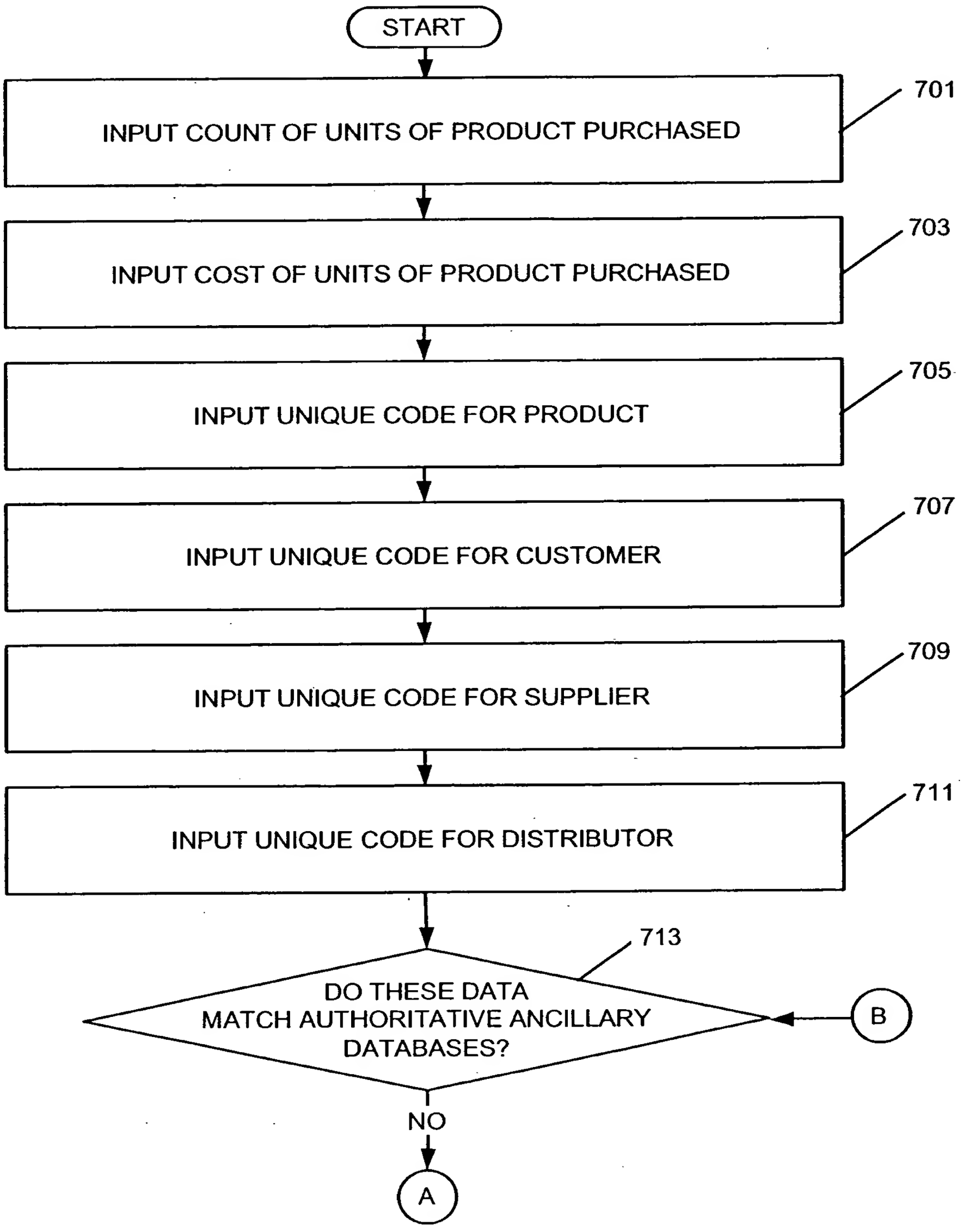


FIGURE 7.B:
NORMALIZE DATA INTO STANDARD TRANSACTION FORMAT

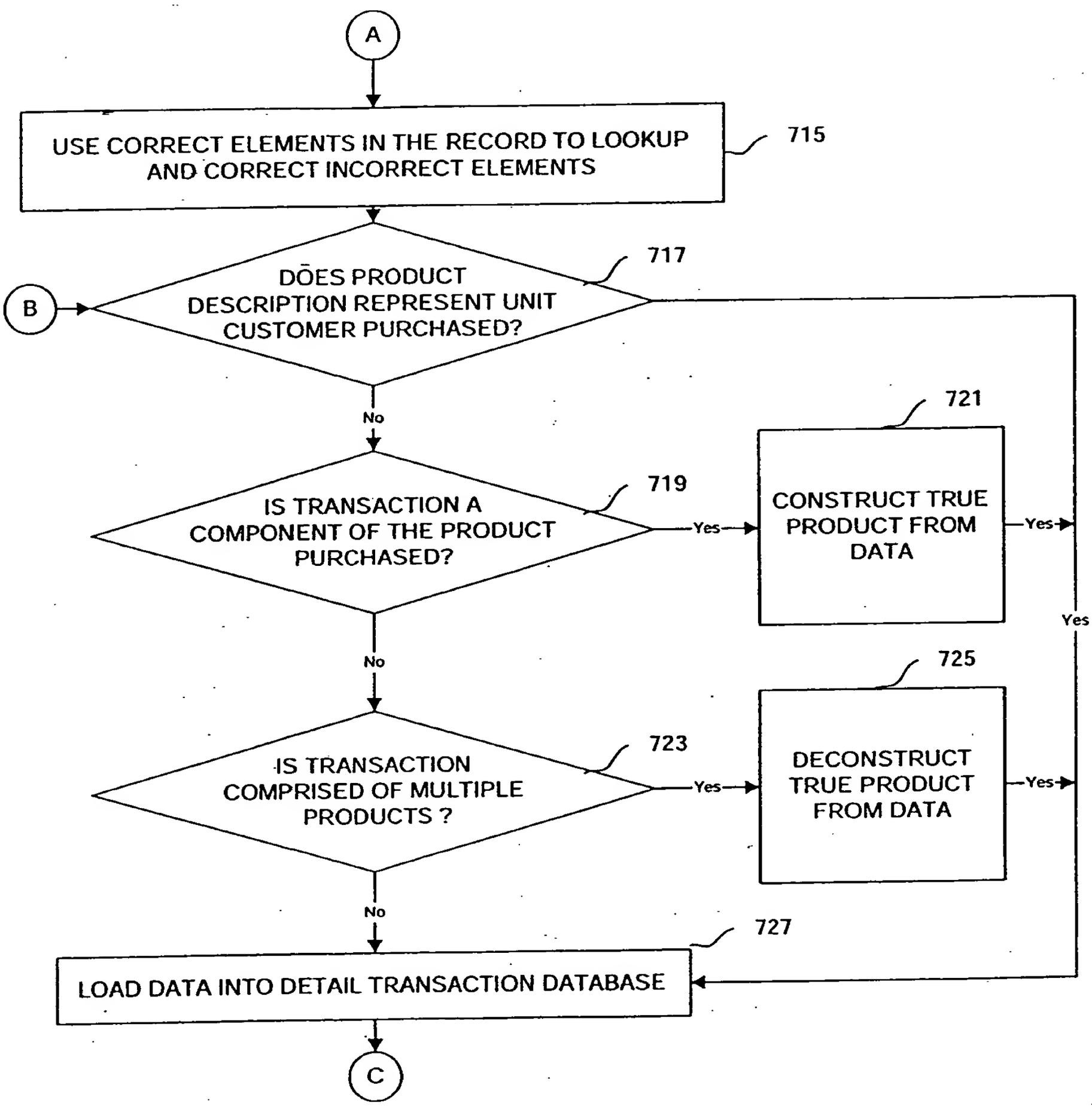


FIGURE 7.C:
NORMALIZE DATA INTO STANDARD TRANSACTION FORMAT

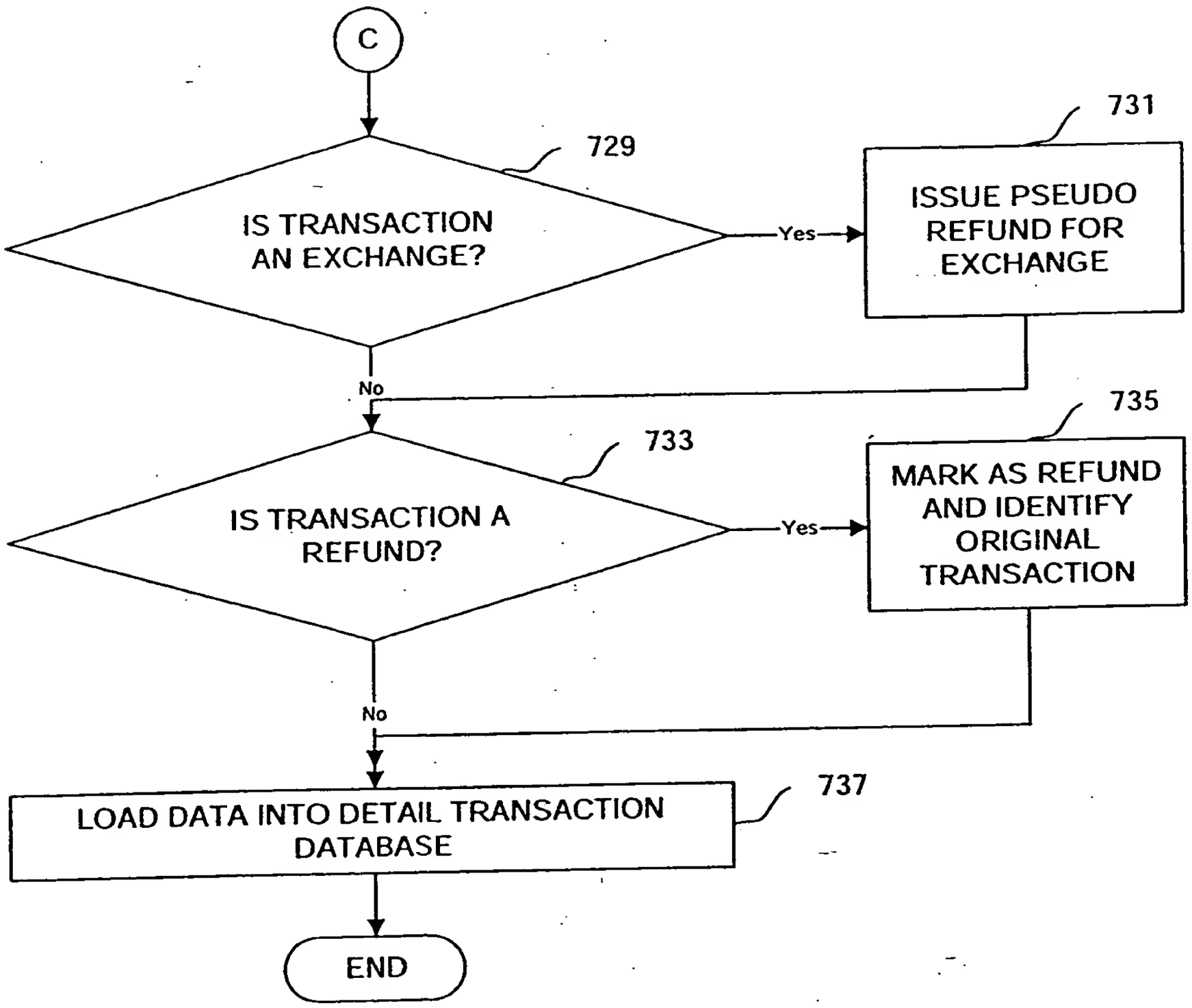


FIGURE 8.A
DEFINE CONTRACT AND PERFORMANCE TERMS

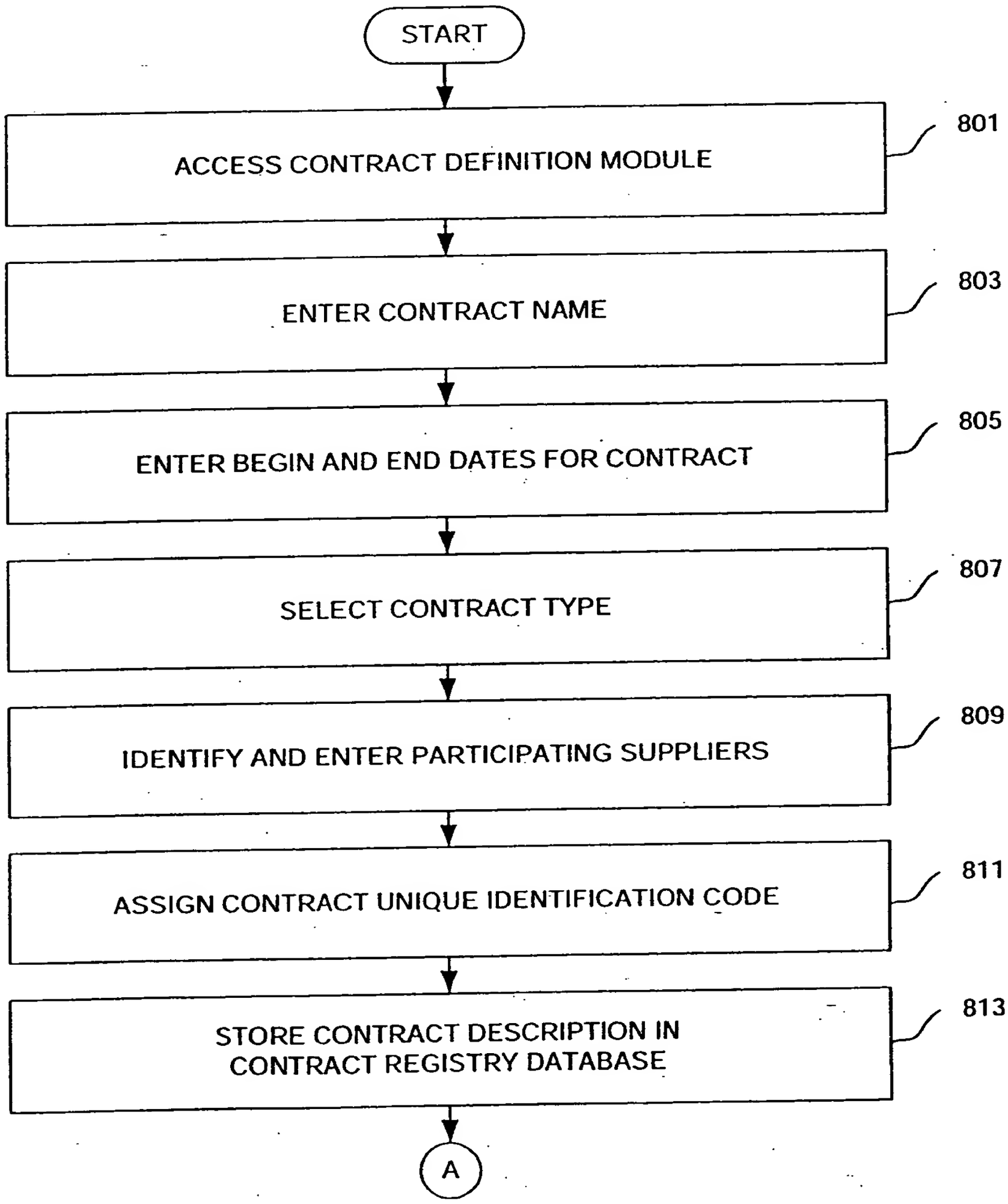


FIGURE 8.B
DEFINE CONTRACT AND PERFORMANCE TERMS

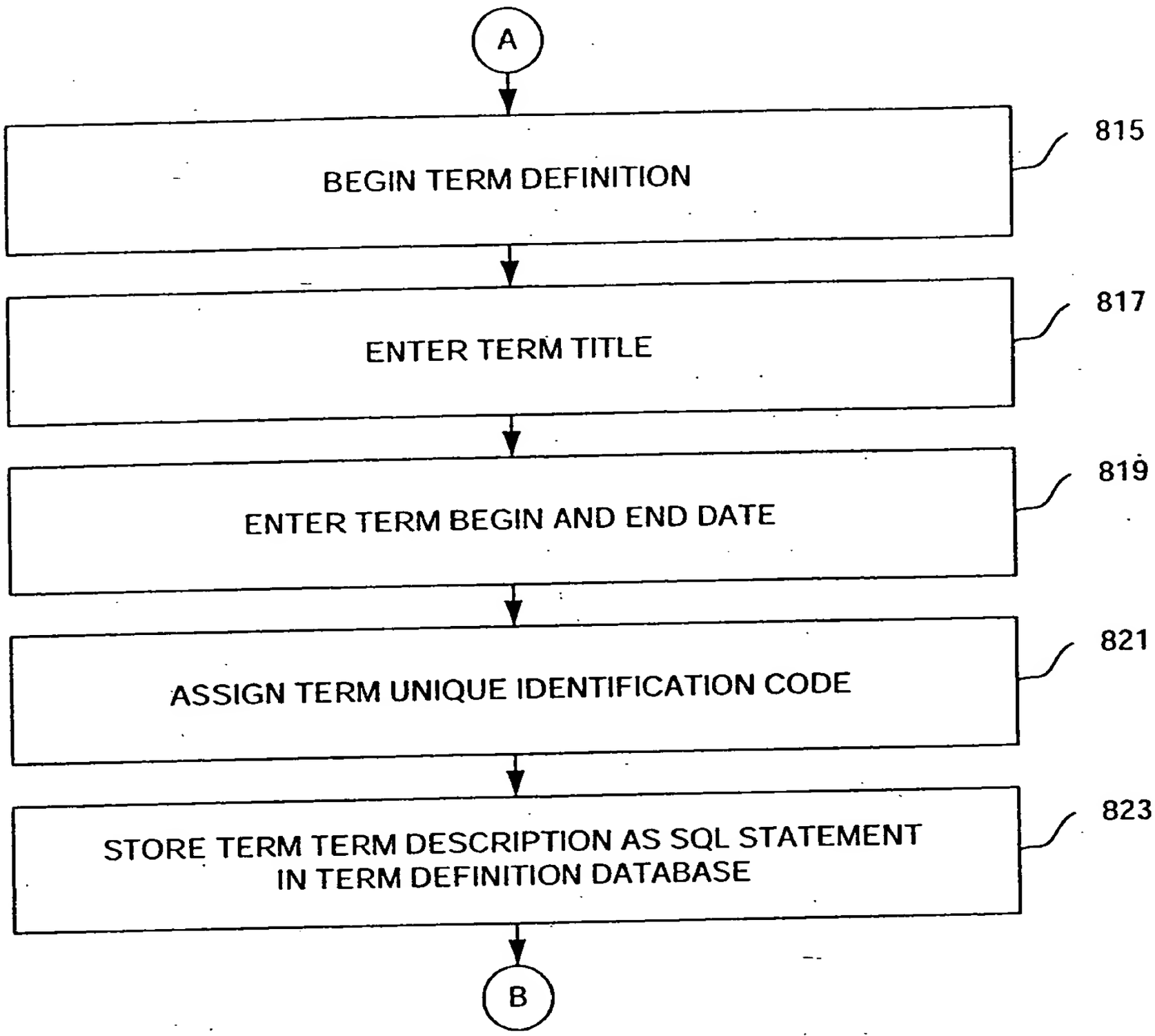


FIGURE 8.C
DEFINE CONTRACT AND PERFORMANCE TERMS

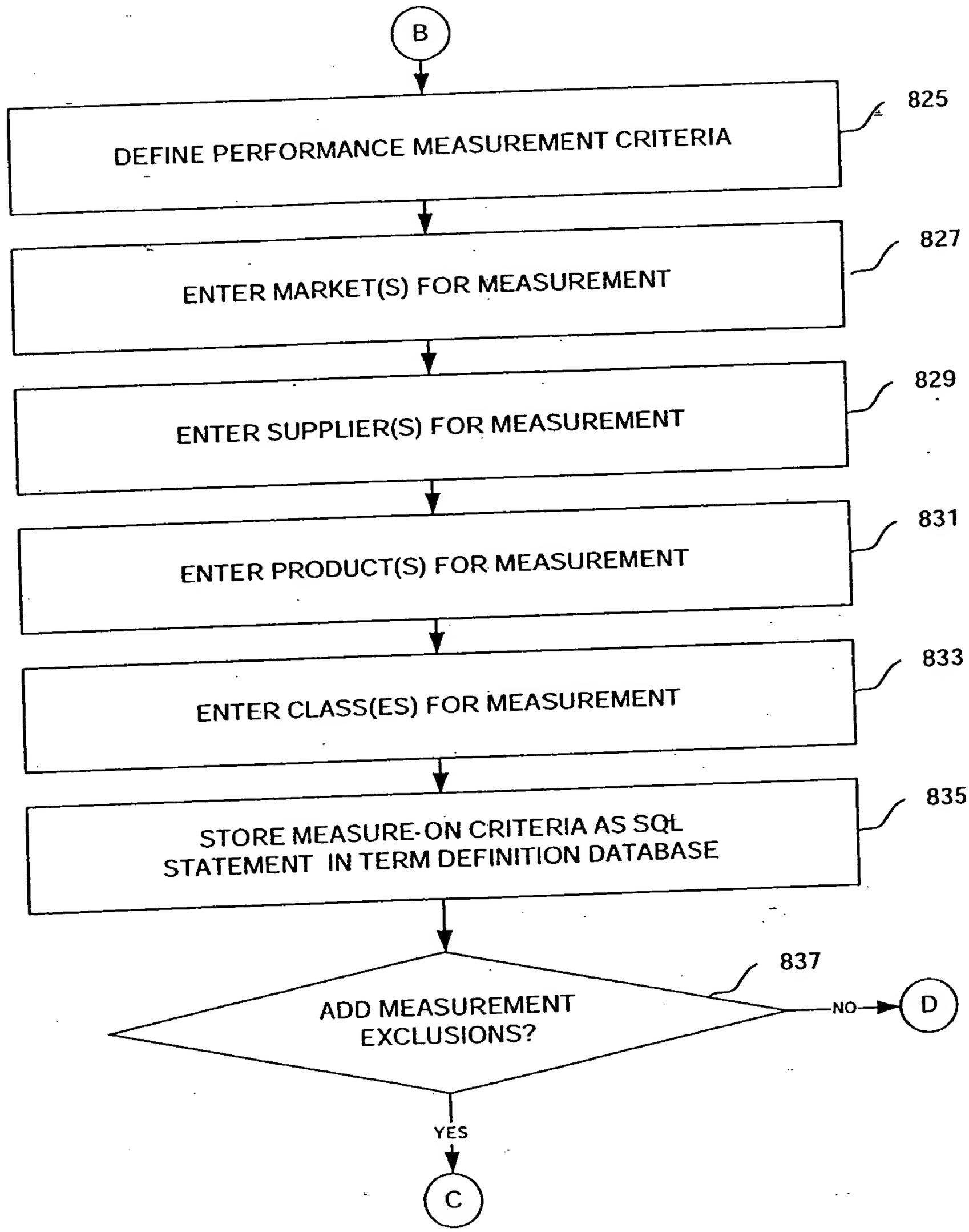


FIGURE 8.D
DEFINE CONTRACT AND PERFORMANCE TERMS

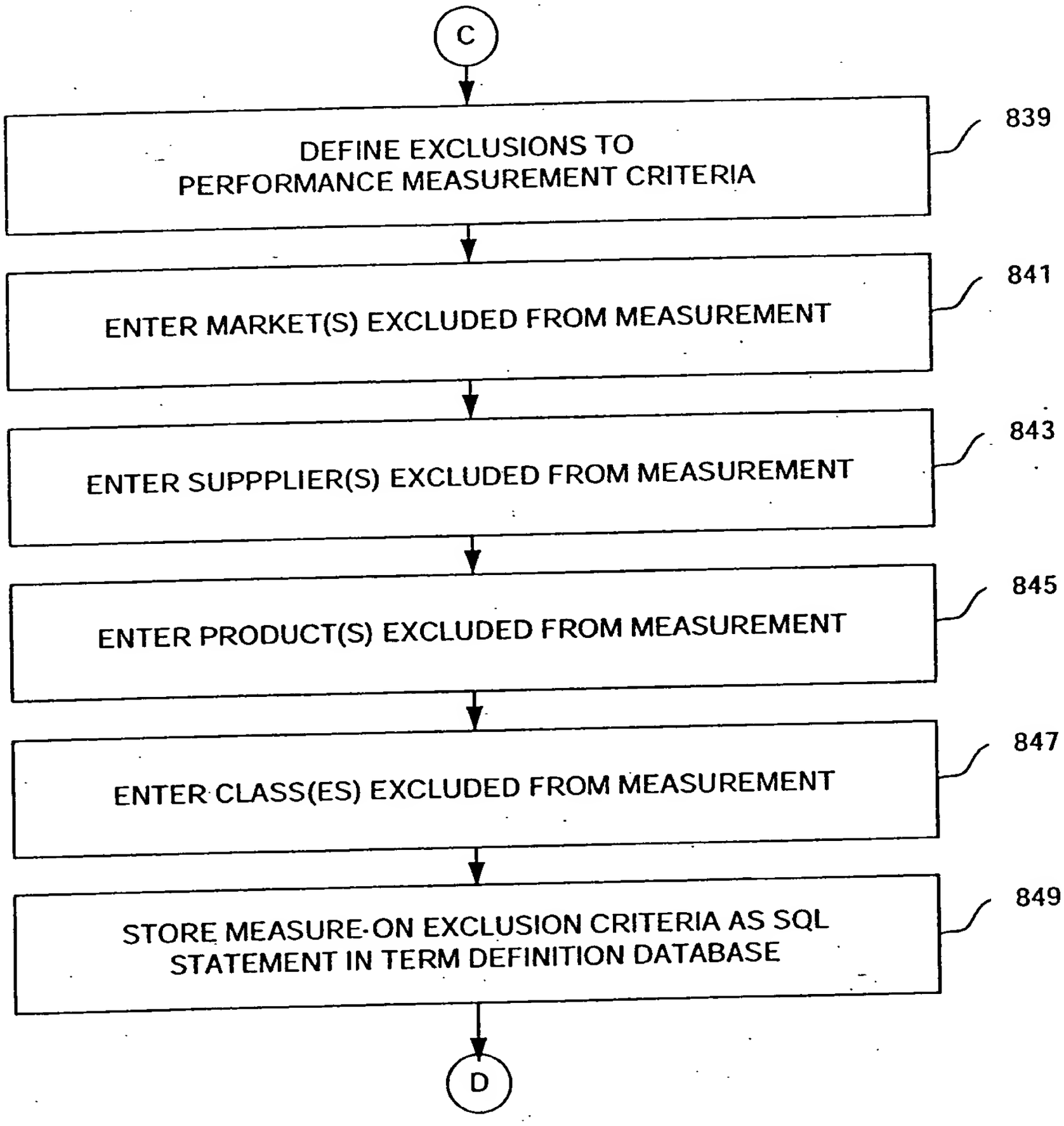


FIGURE 8.E
DEFINE CONTRACT AND PERFORMANCE TERMS

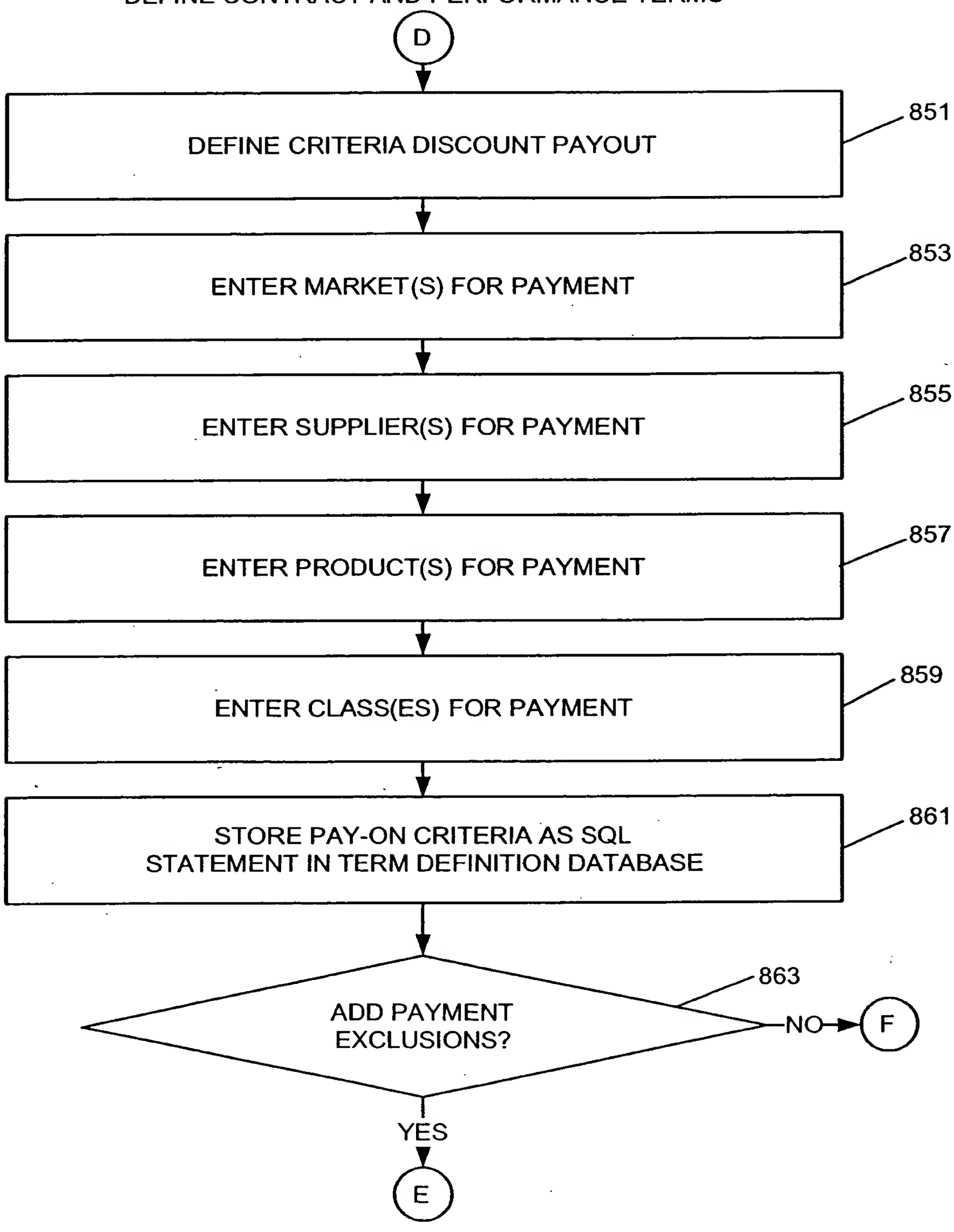


FIGURE 8.F
DEFINE CONTRACT AND PERFORMANCE TERMS

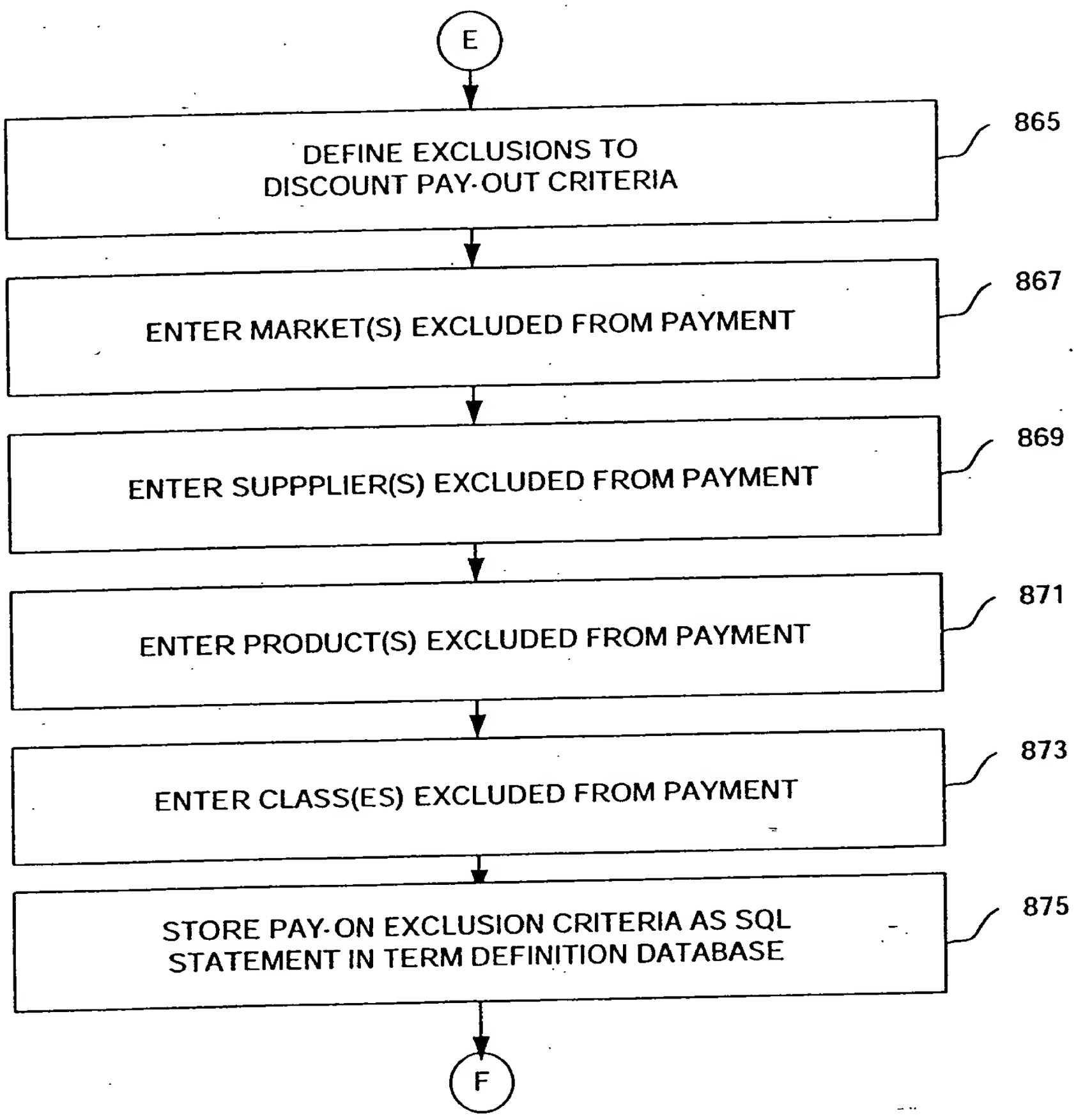


FIGURE 8.G
DEFINE CONTRACT AND PERFORMANCE TERMS

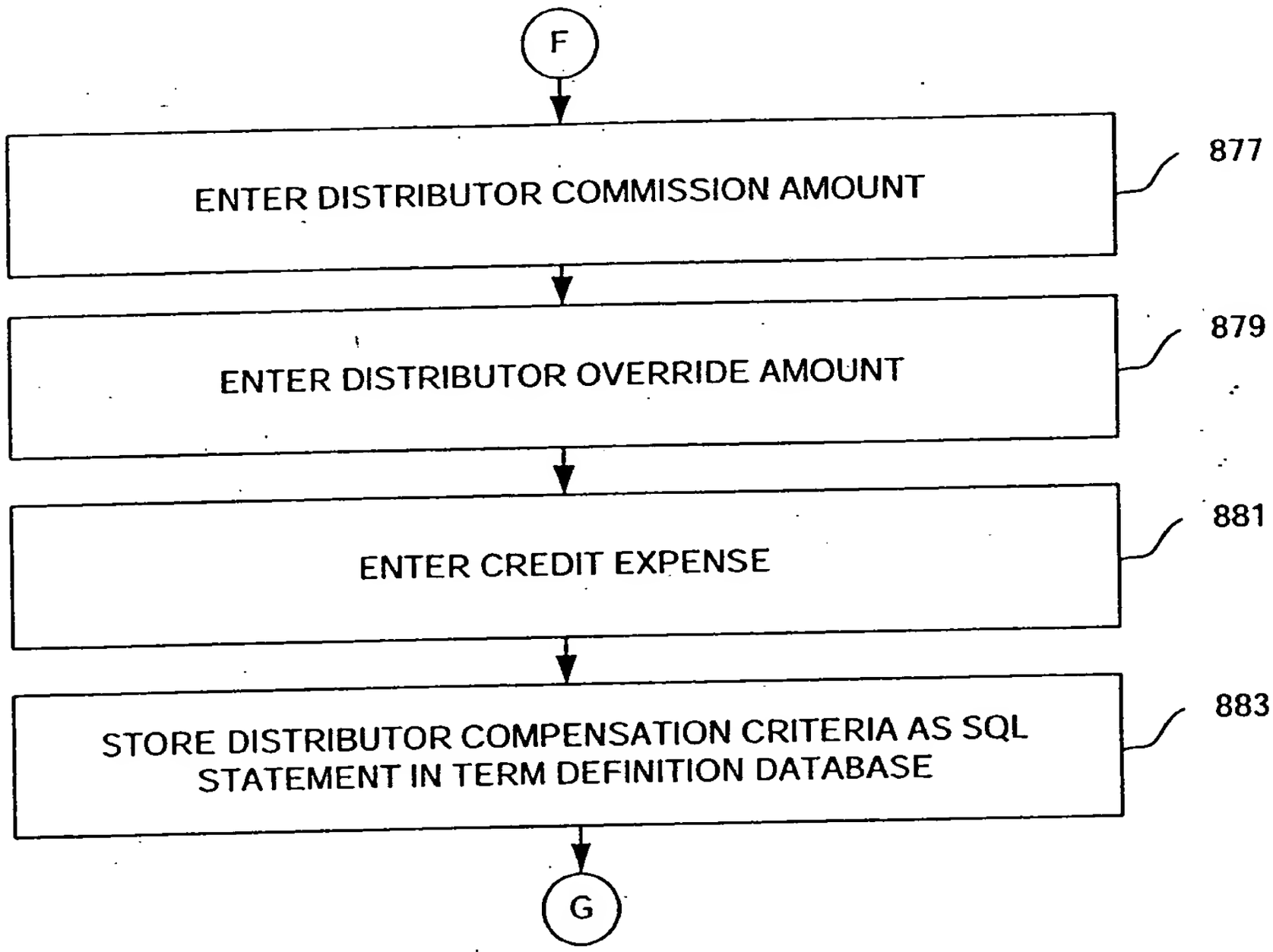


FIGURE 8.H

DEFINE CONTRACT AND PERFORMANCE TERMS

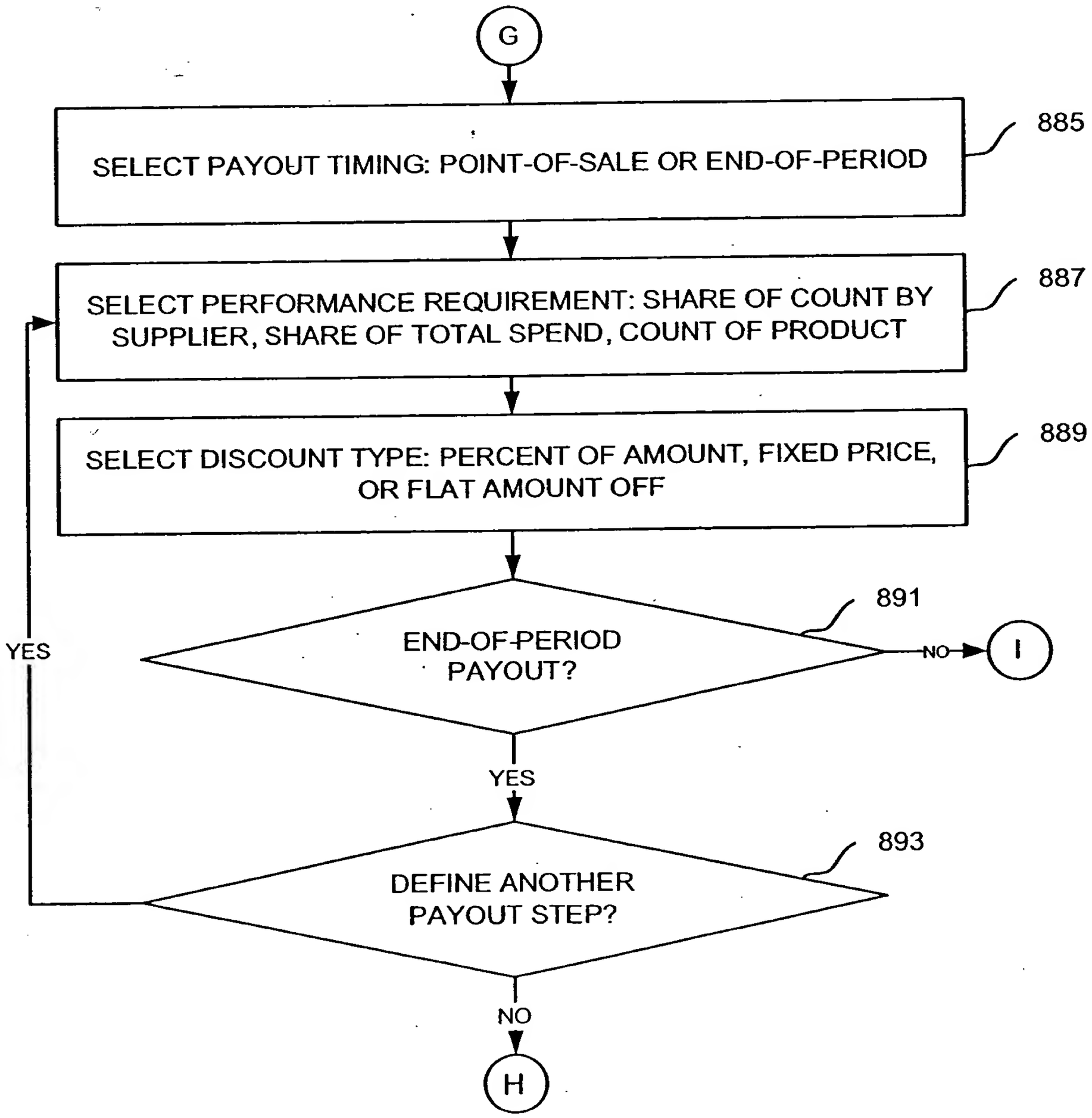


FIGURE 8.I
DEFINE CONTRACT AND PERFORMANCE TERMS

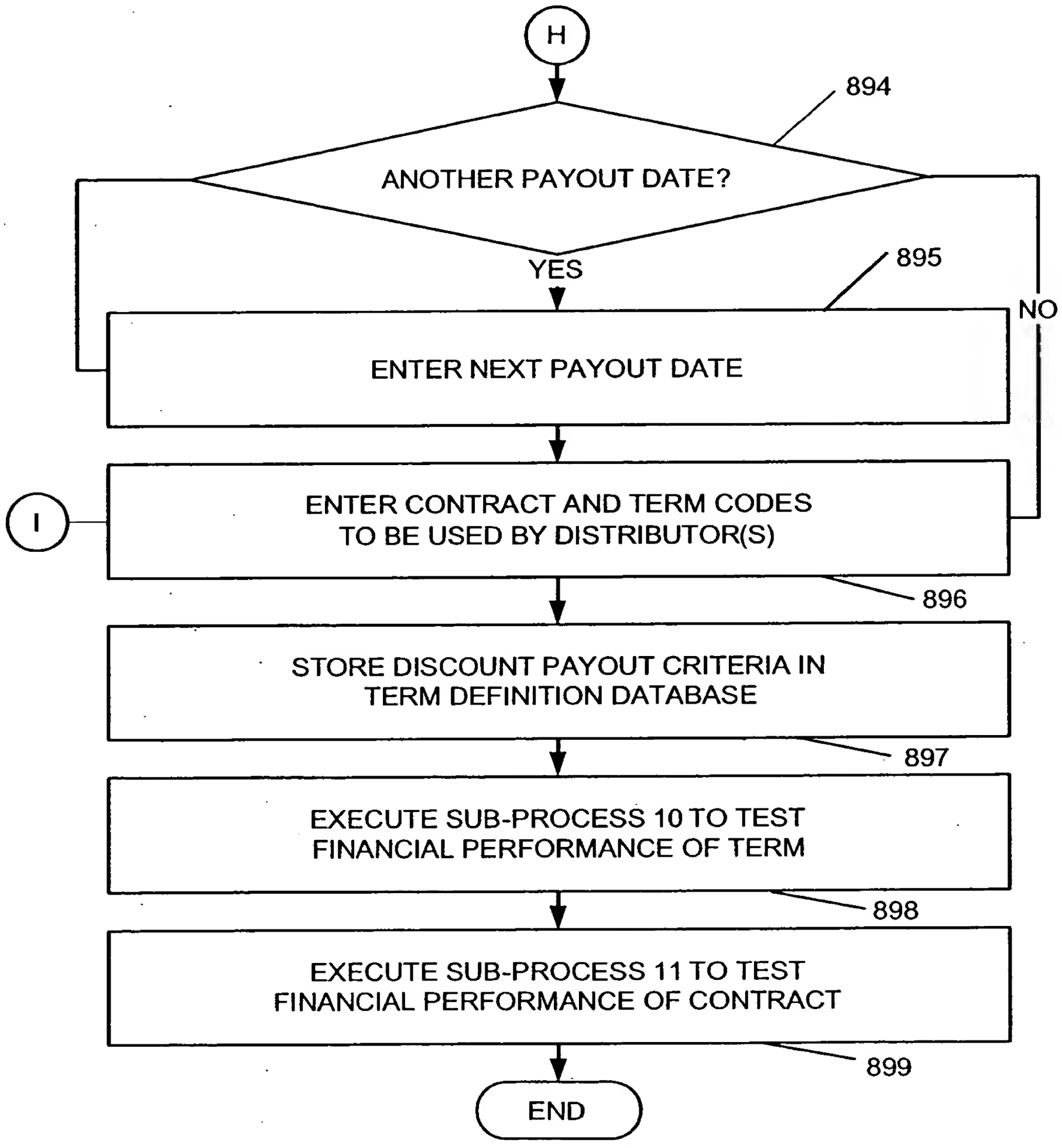


FIGURE 9.A
MARK DETAILED TRANSACTIONS WITH
CUSTOMER, CONTRACT, AND TERM CODES

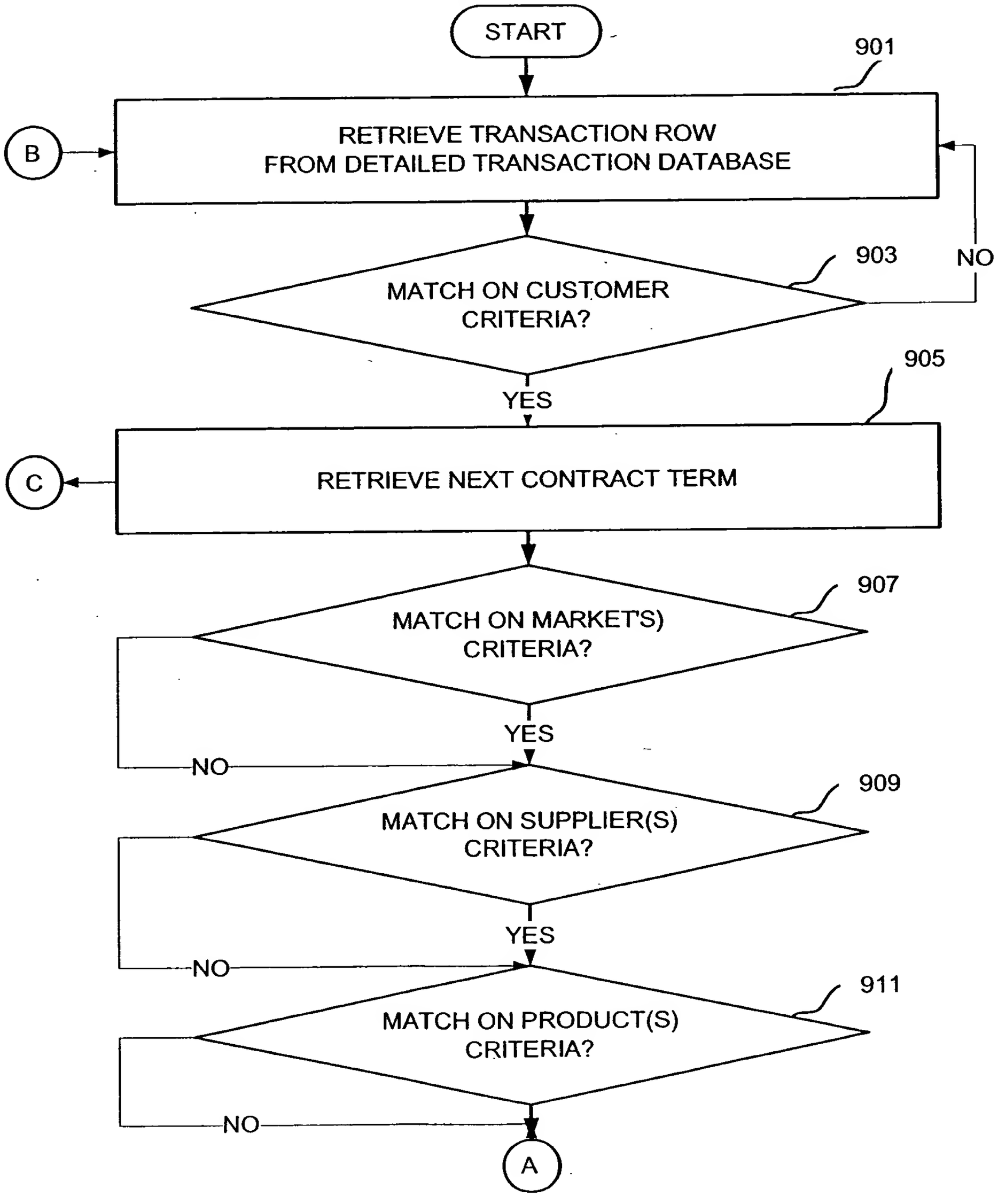


FIGURE 9.B
MARK DETAILED TRANSACTIONS WITH
CUSTOMER, CONTRACT, AND TERM CODES

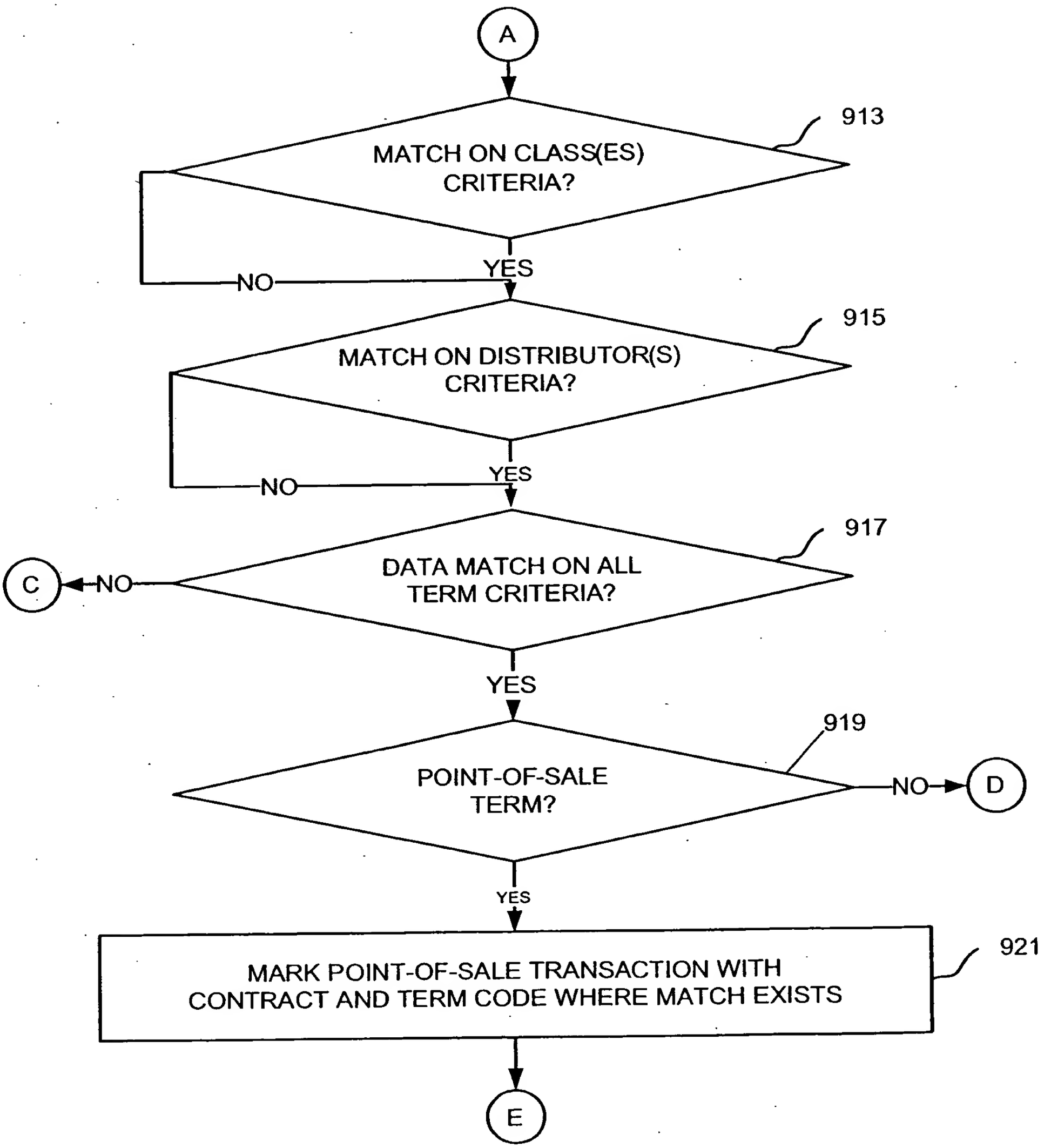


FIGURE 9.C
MARK DETAILED TRANSACTIONS WITH
CUSTOMER, CONTRACT, AND TERM CODES

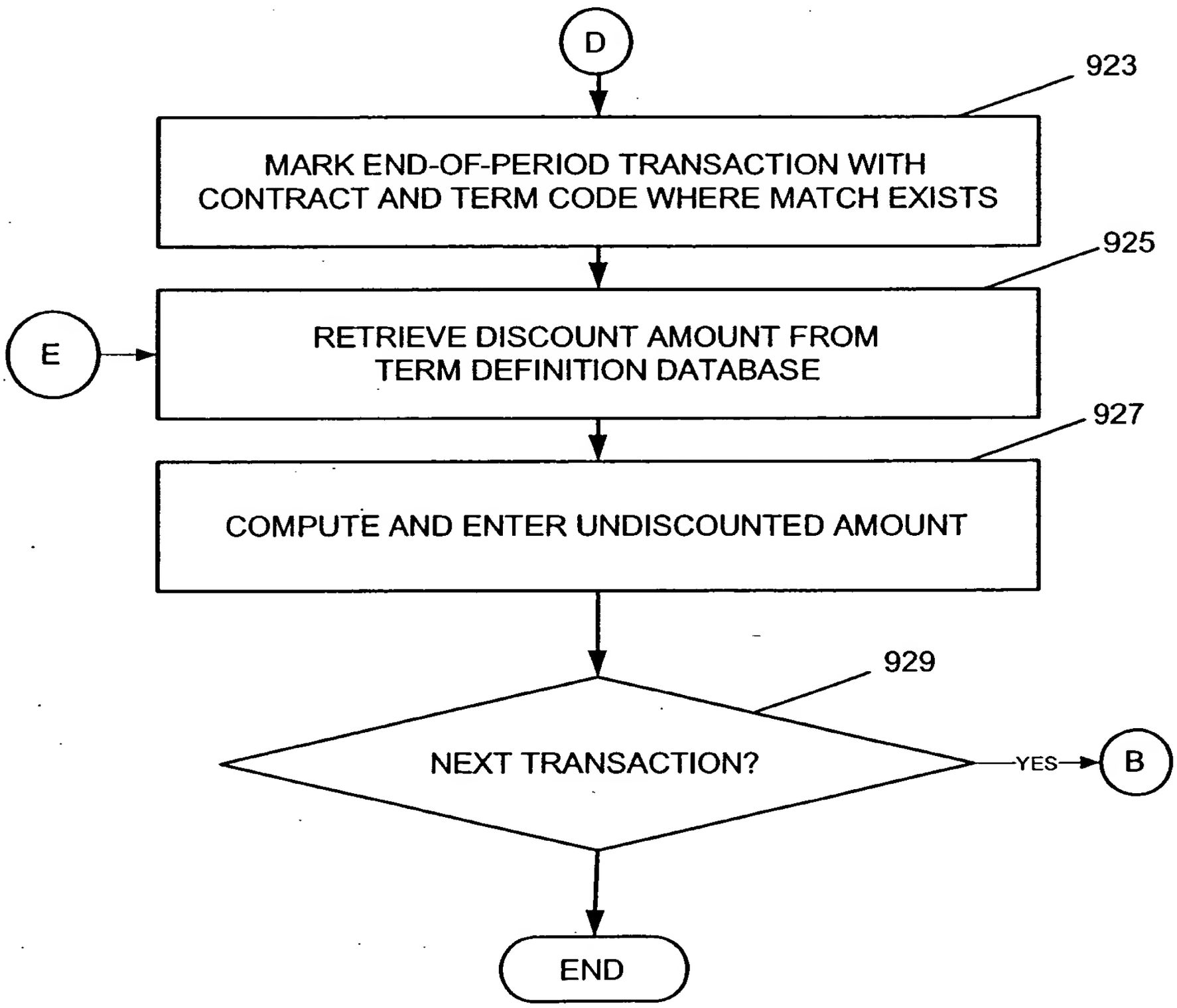


FIGURE 10.A
CREATE TRANSACTION SUMMARY DATABASE

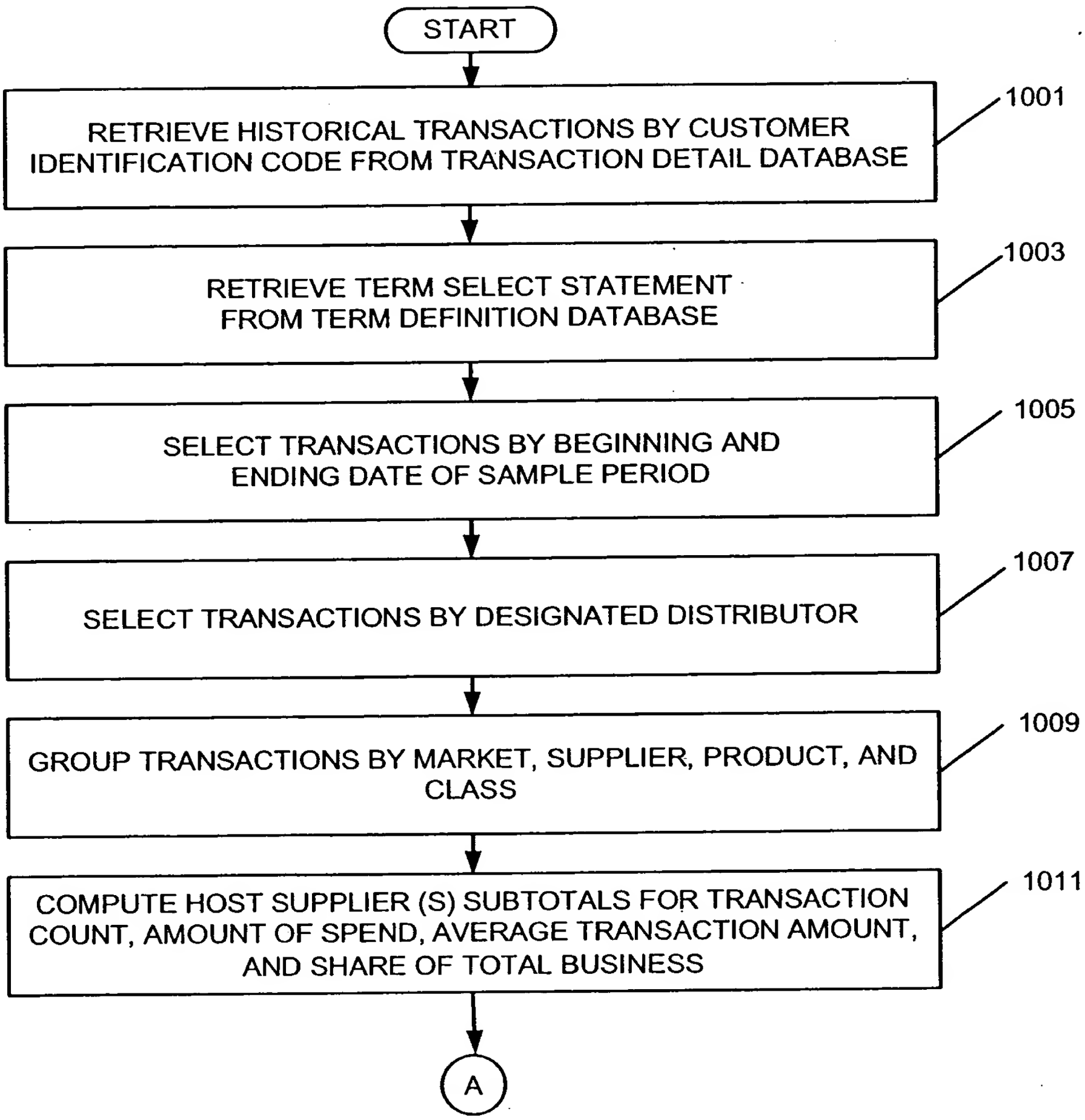


FIGURE 10.B:
CREATE TRANSACTION SUMMARY DATABASE

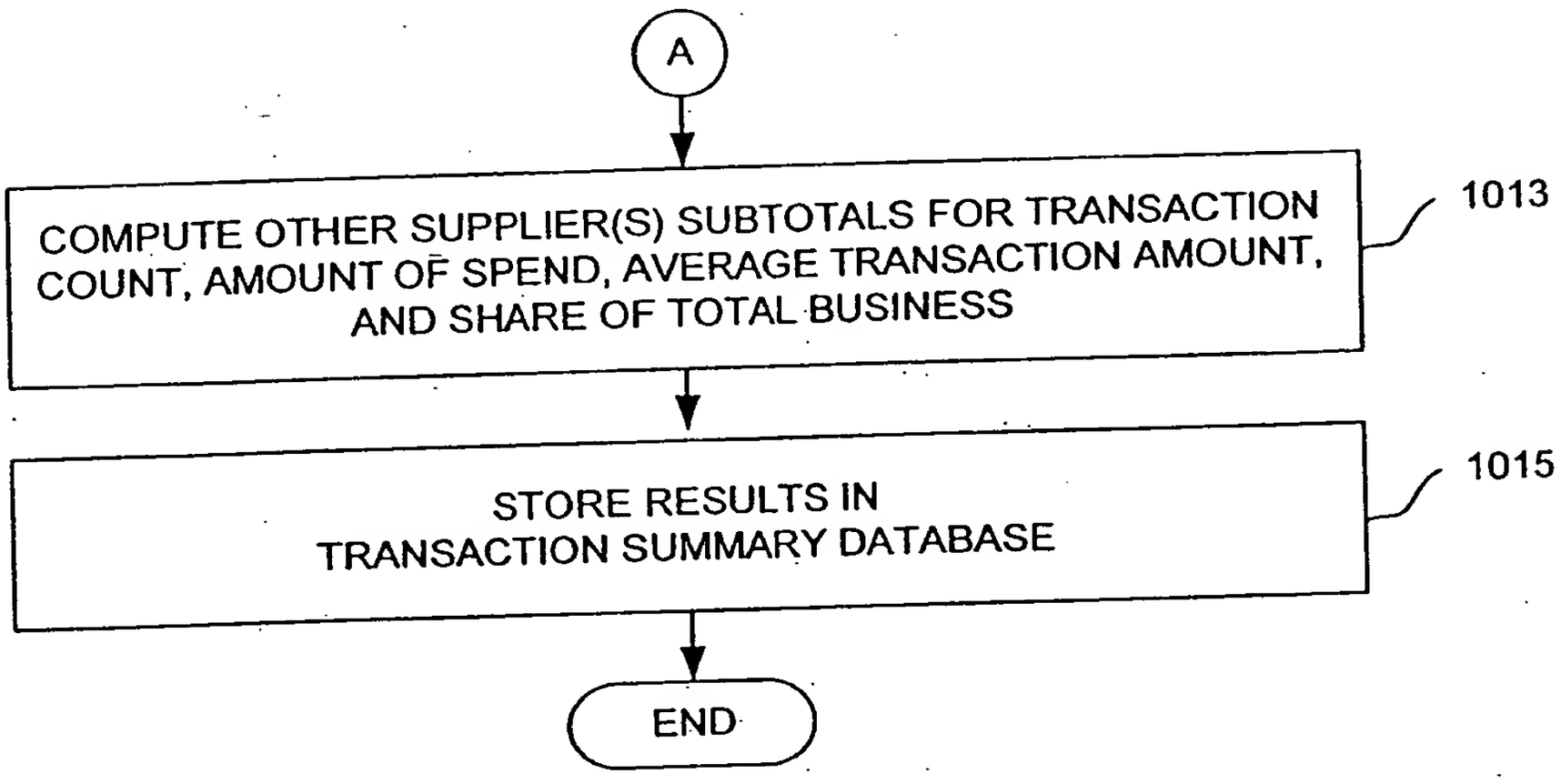


FIGURE 11.A
FORECAST TERM PERFORMANCE

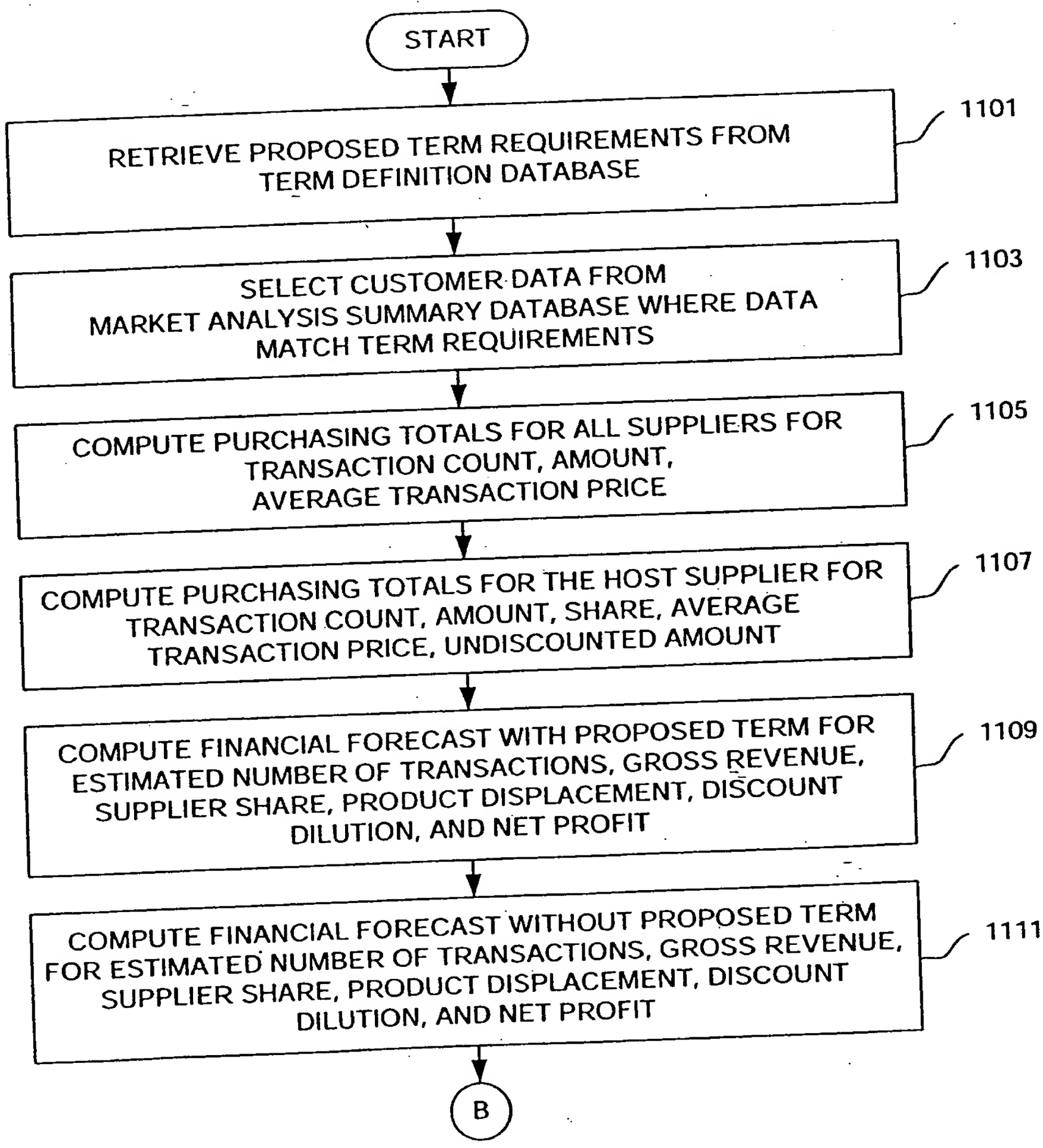


FIGURE 11.B
FORECAST TERM PERFORMANCE

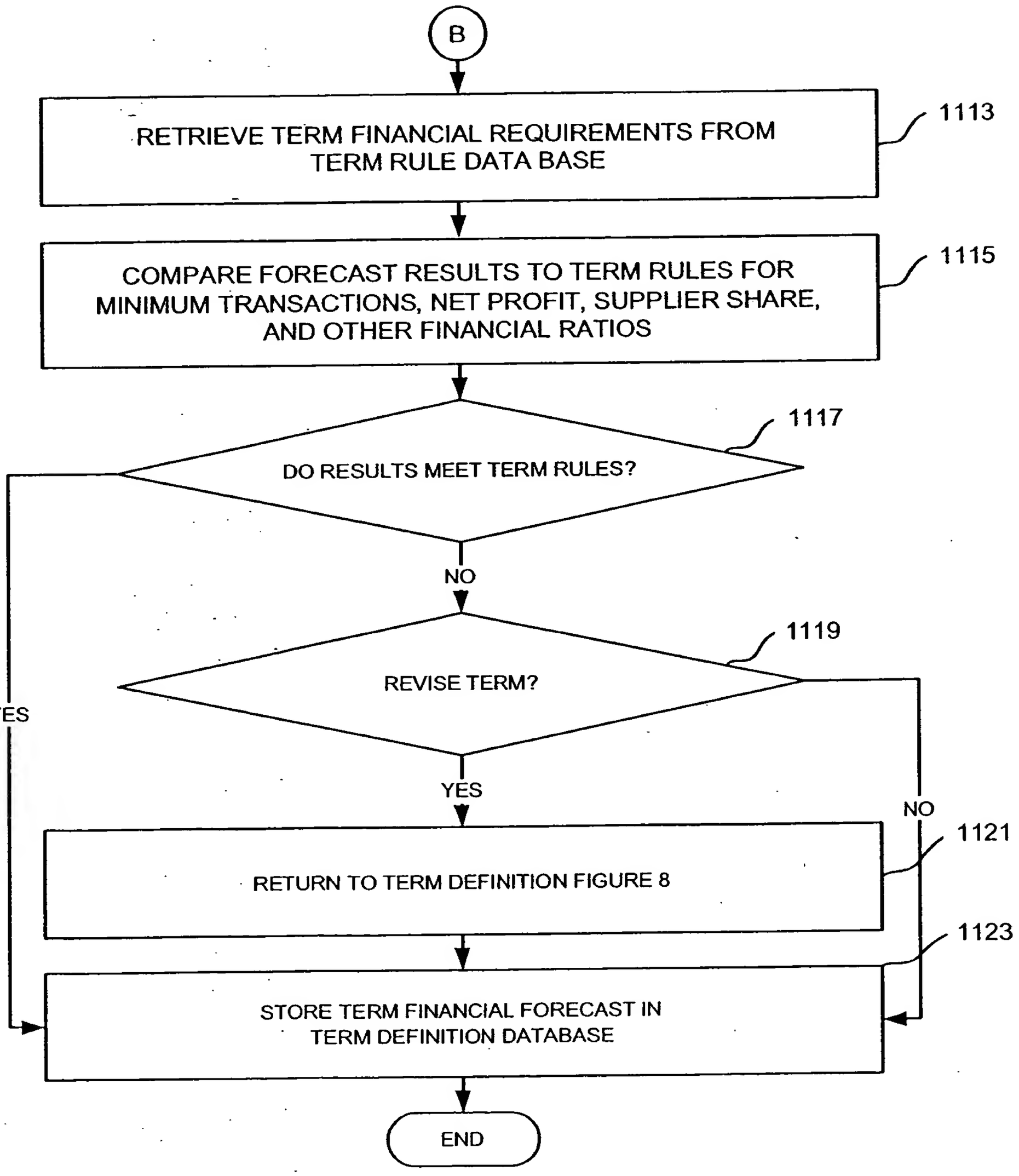


FIGURE 12.A
FORECAST CONTRACT PERFORMANCE

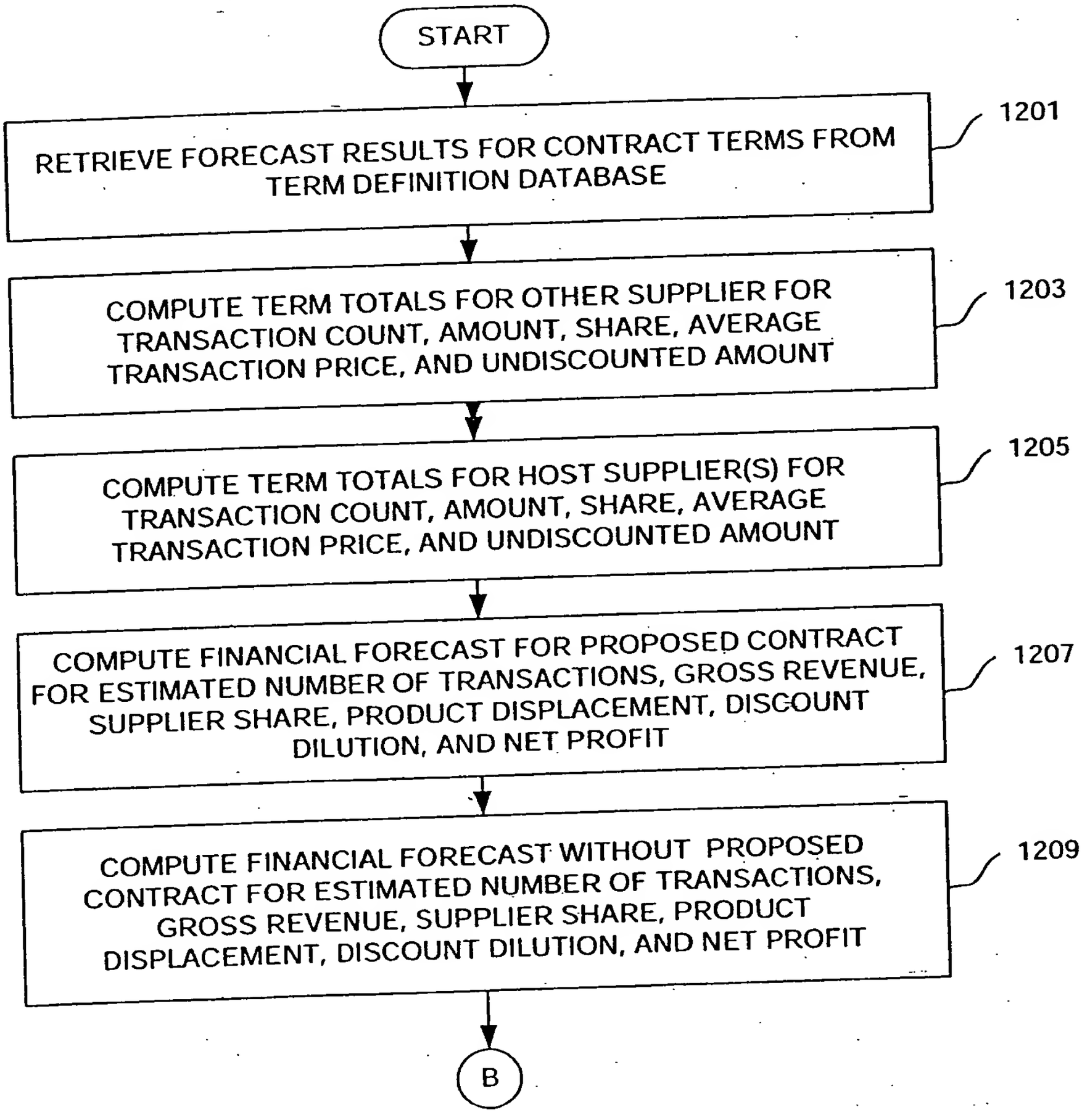


FIGURE 12.B
FORECAST CONTRACT PERFORMANCE

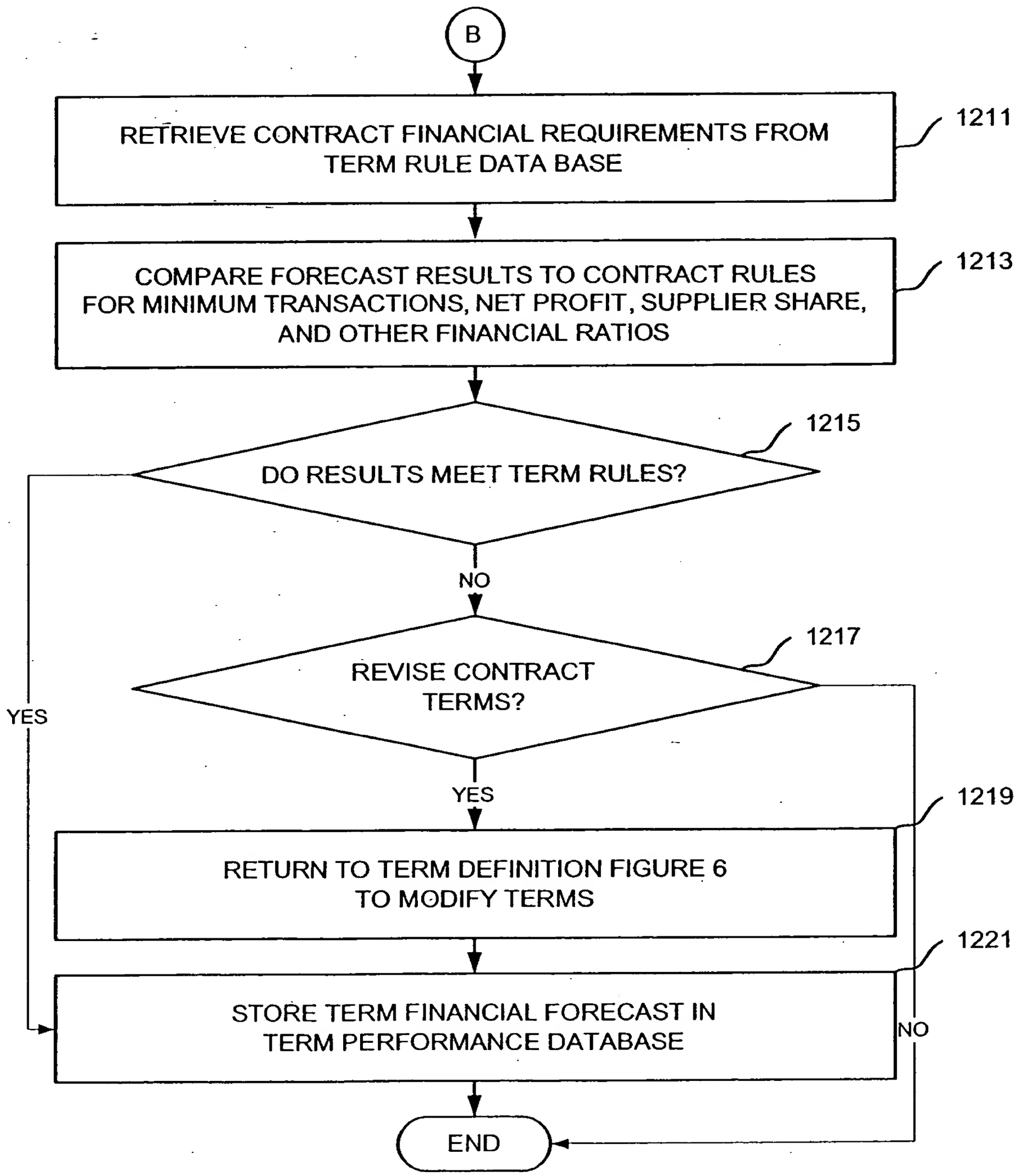


FIGURE 13
PRODUCE AND DISTRIBUTE CONTRACTS AND TERMS

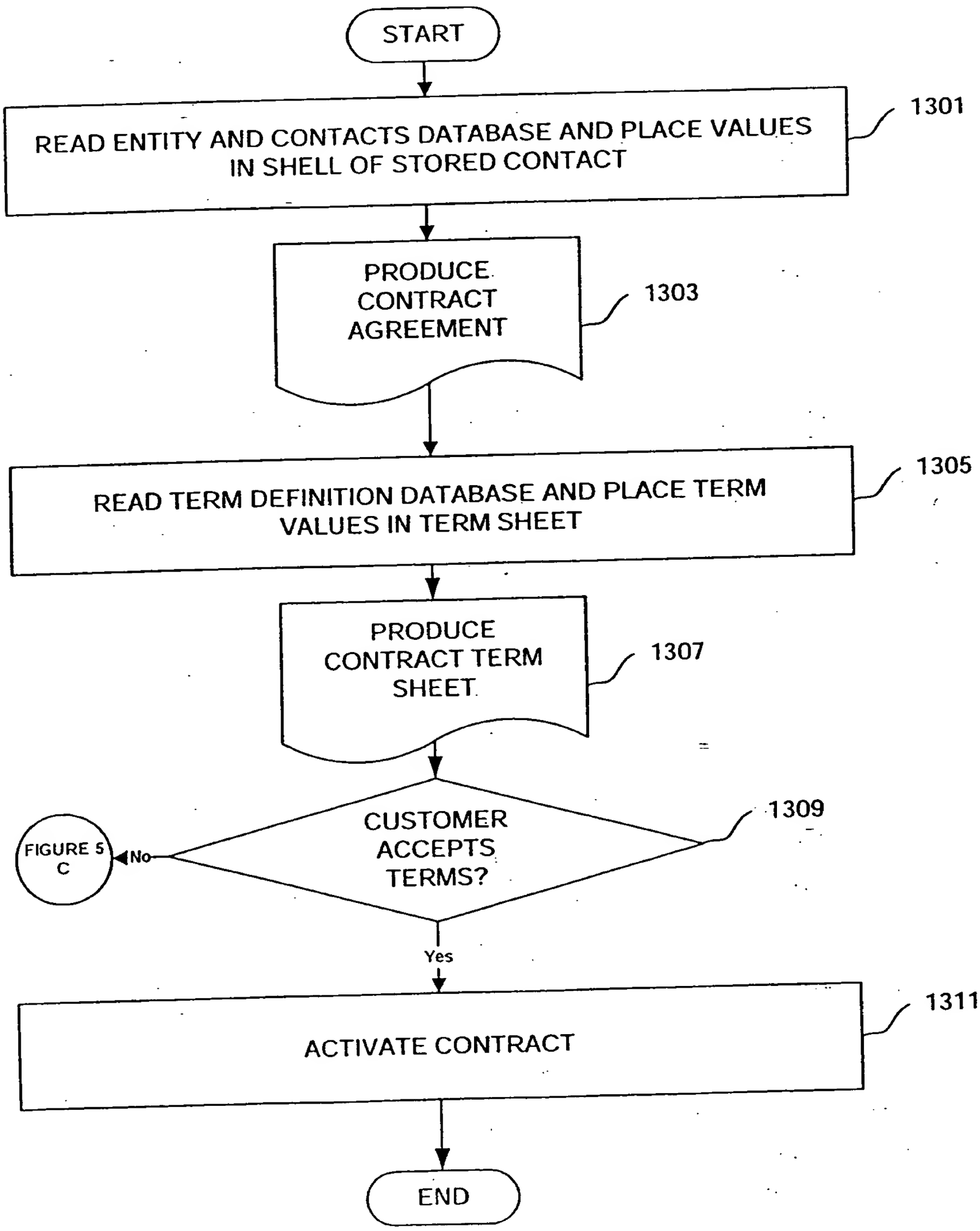


FIGURE 14.A
AUDIT DISCOUNTED TRANSACTIONS

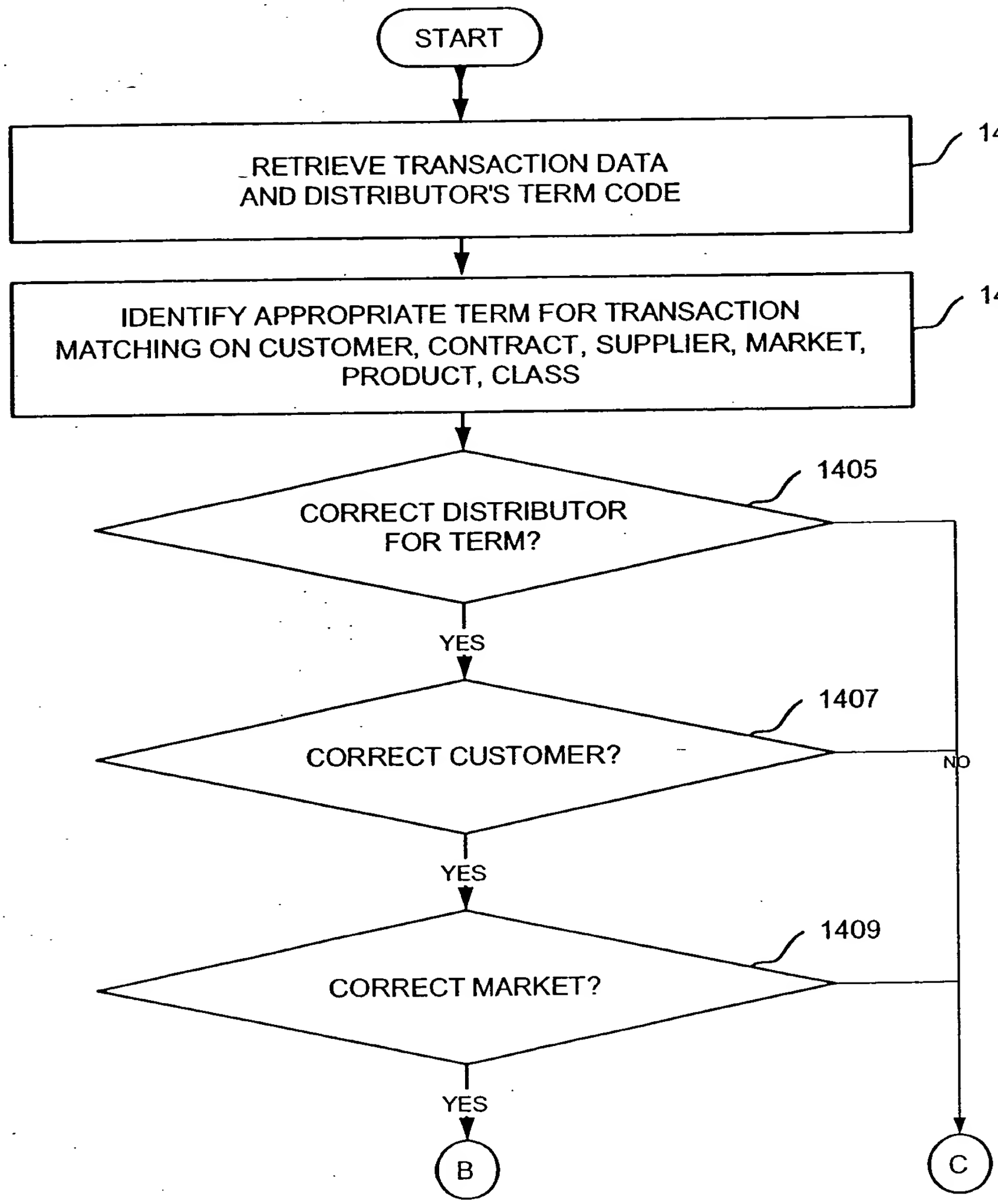


FIGURE 14.B
AUDIT DISCOUNTED TRANSACTIONS

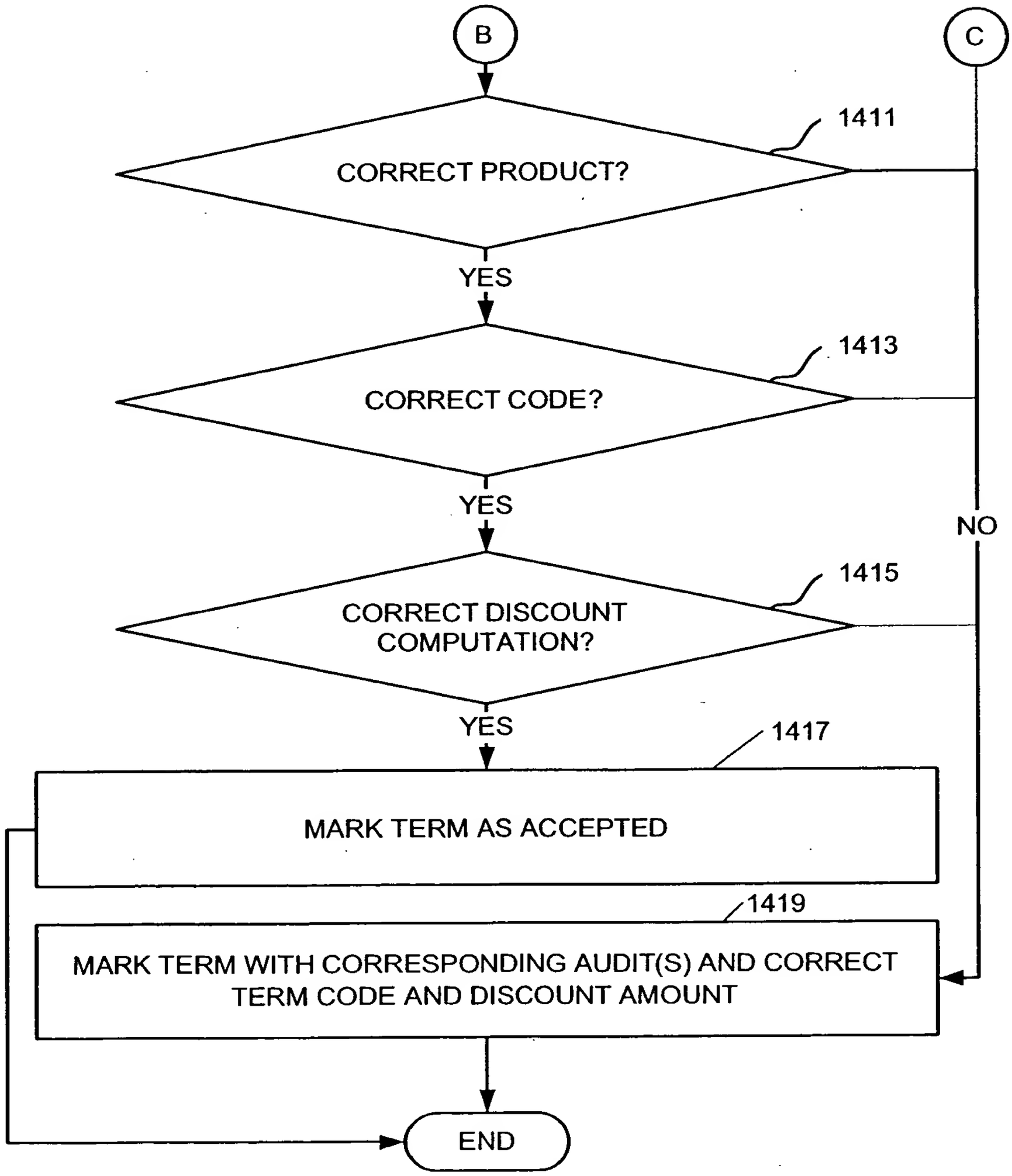


FIGURE 15A:
MEASURE ACTUAL CONTRACT PERFORMANCE

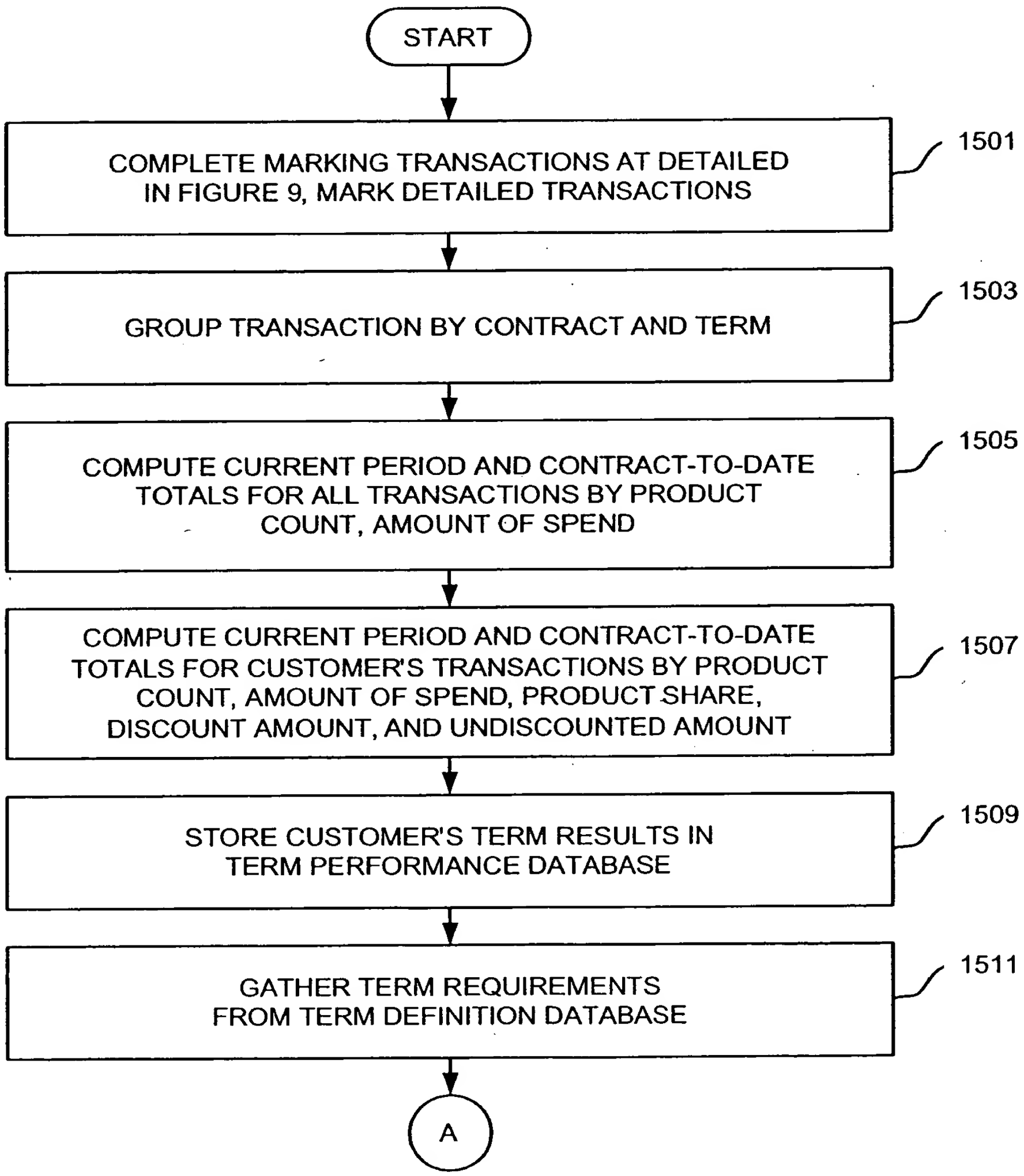


FIGURE 15B
MEASURE ACTUAL CONTRACT PERFORMANCE

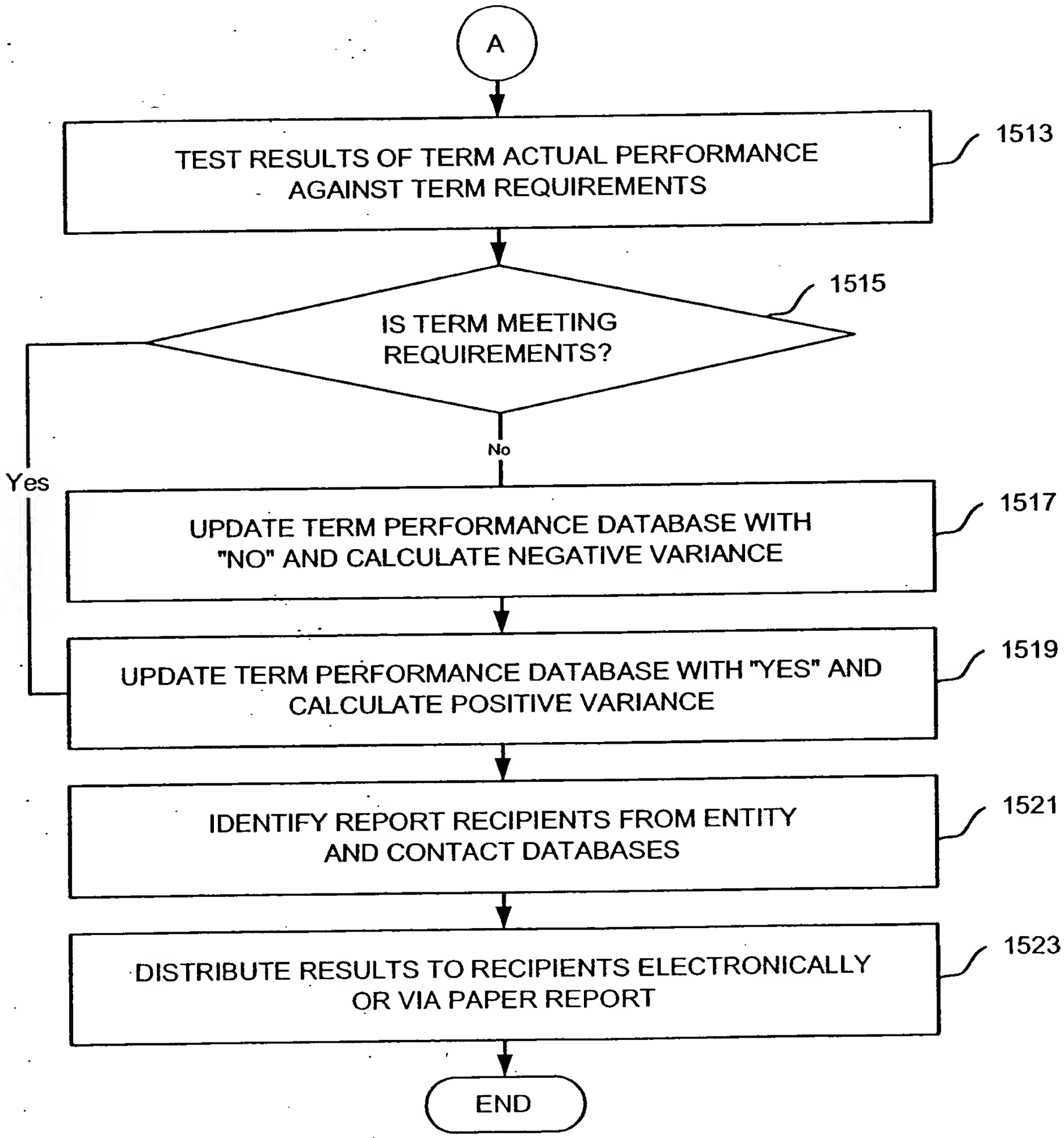


FIGURE 16:
RECONCILE TERM PERFORMANCE

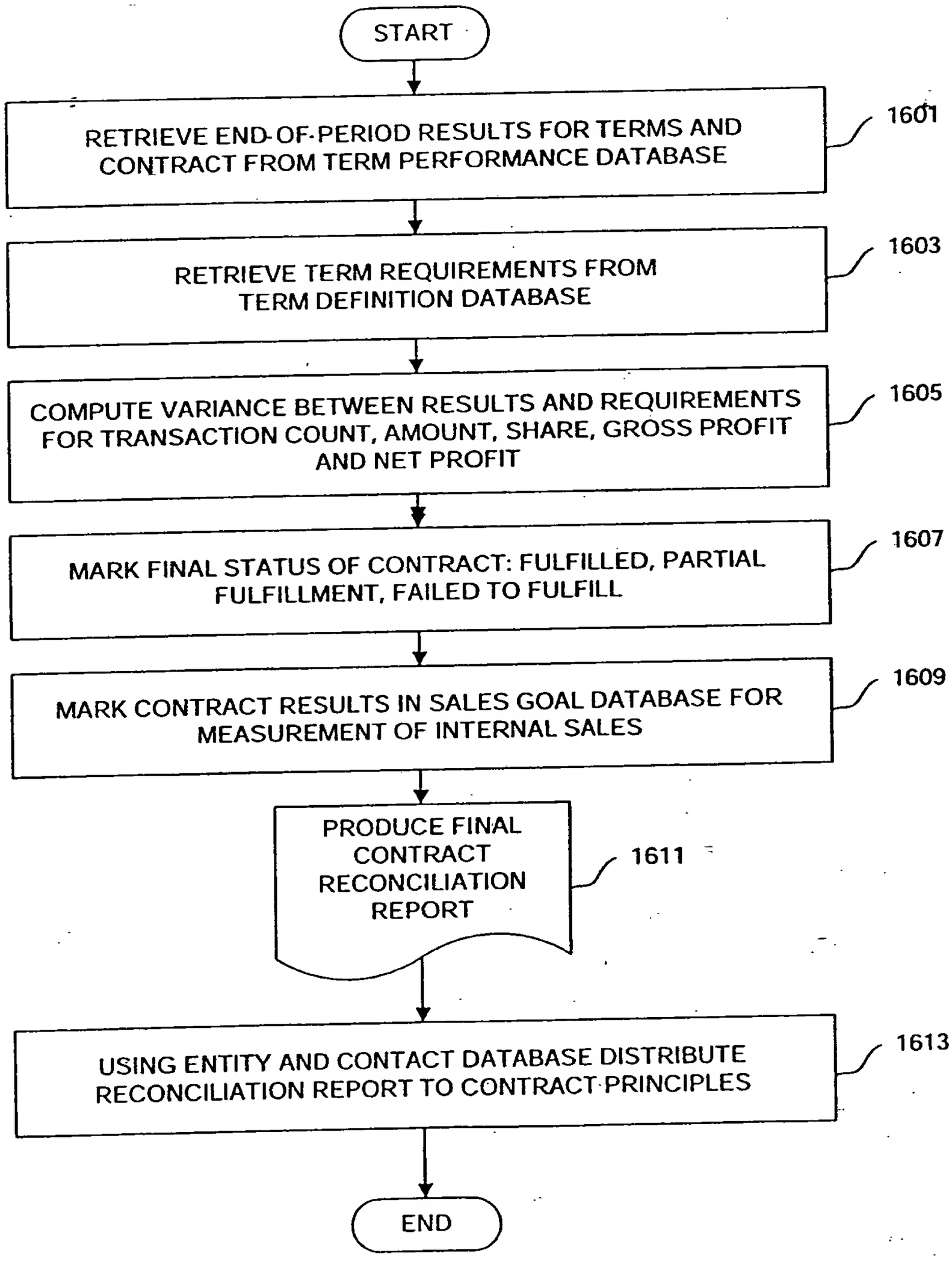


FIGURE 17:
PAYOUT DISCOUNT

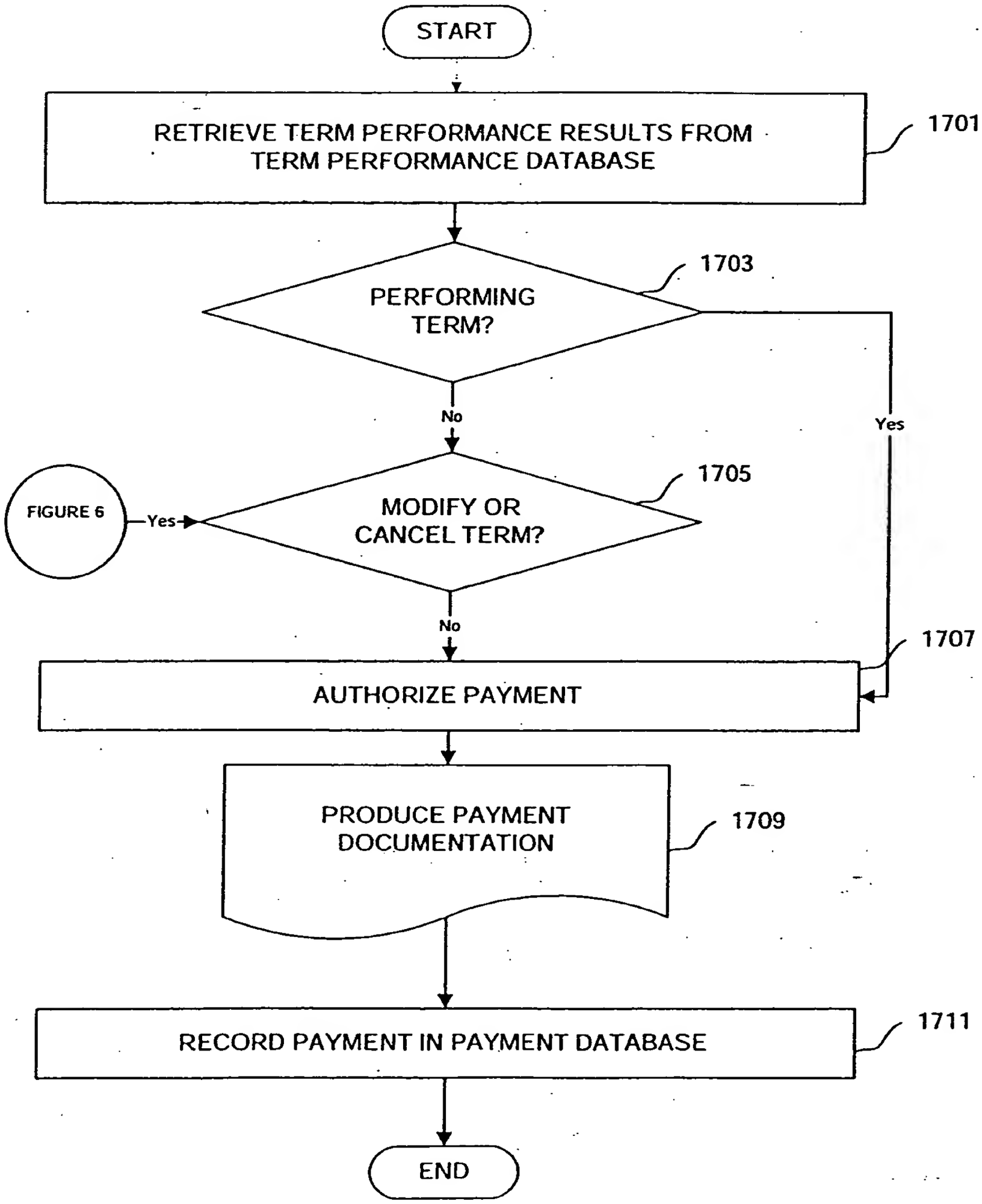


FIGURE 18:
MANAGE SALES GOALS

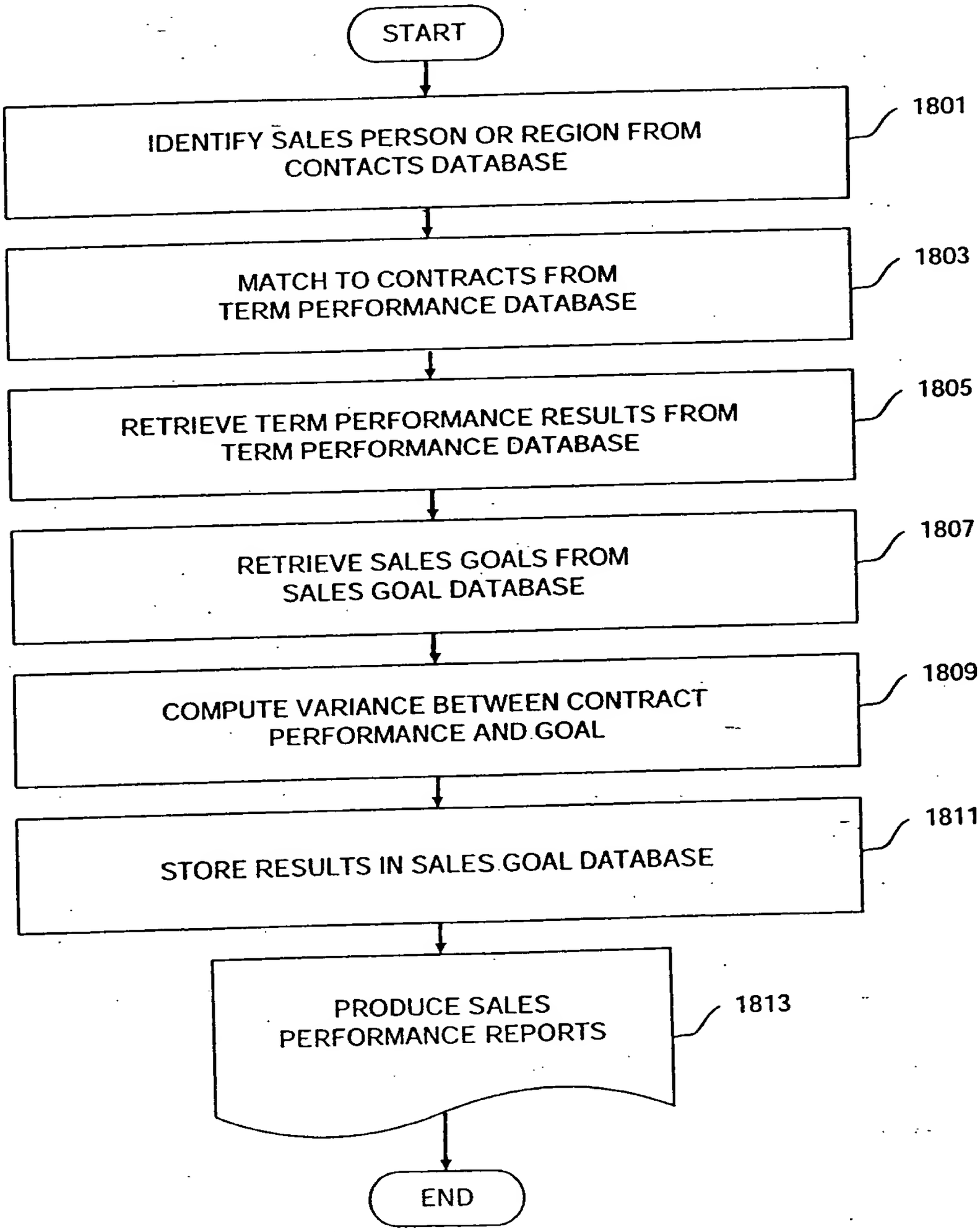


FIGURE 19
TRANSACTION DETAIL DATA SCREEN

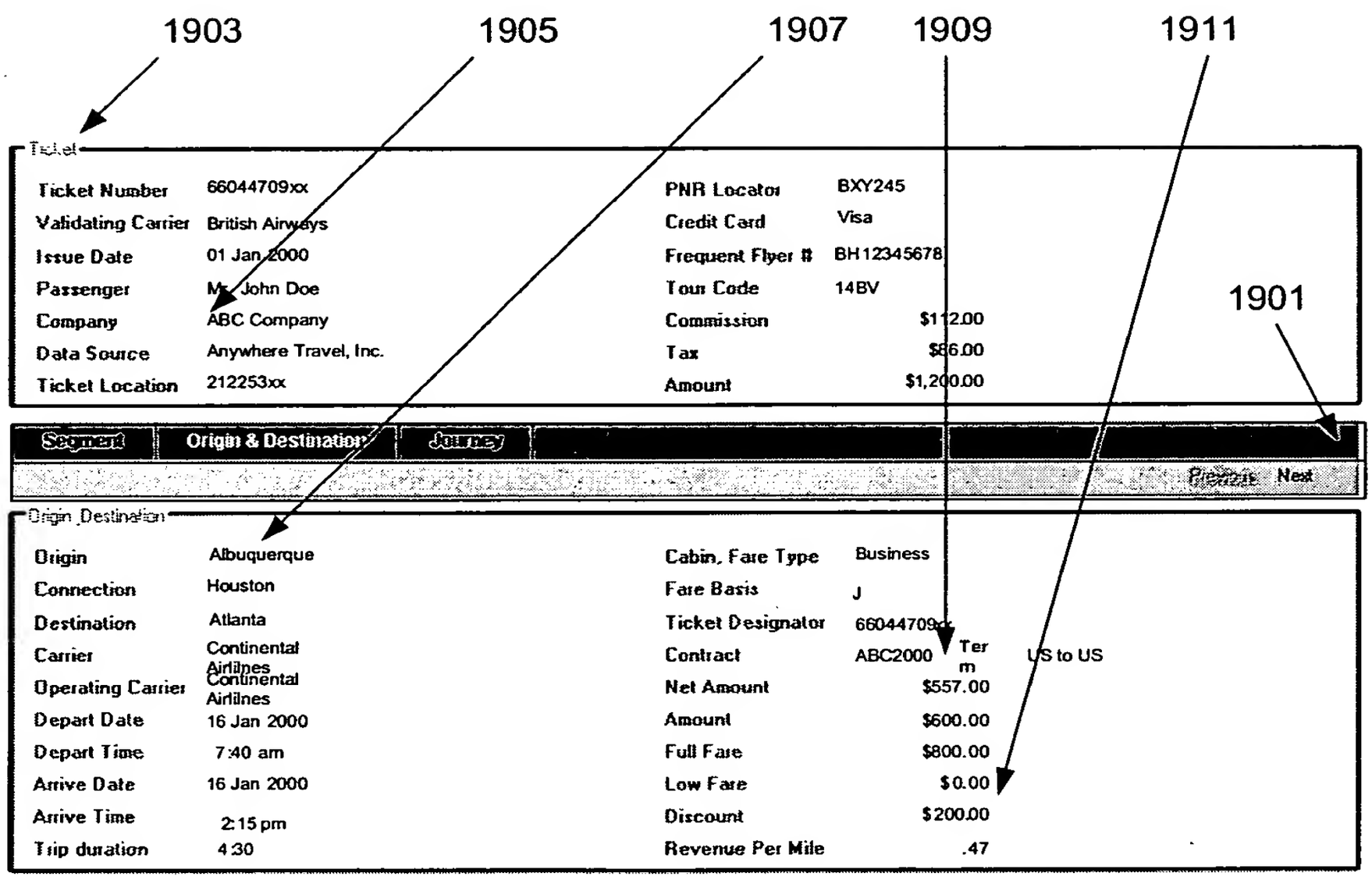
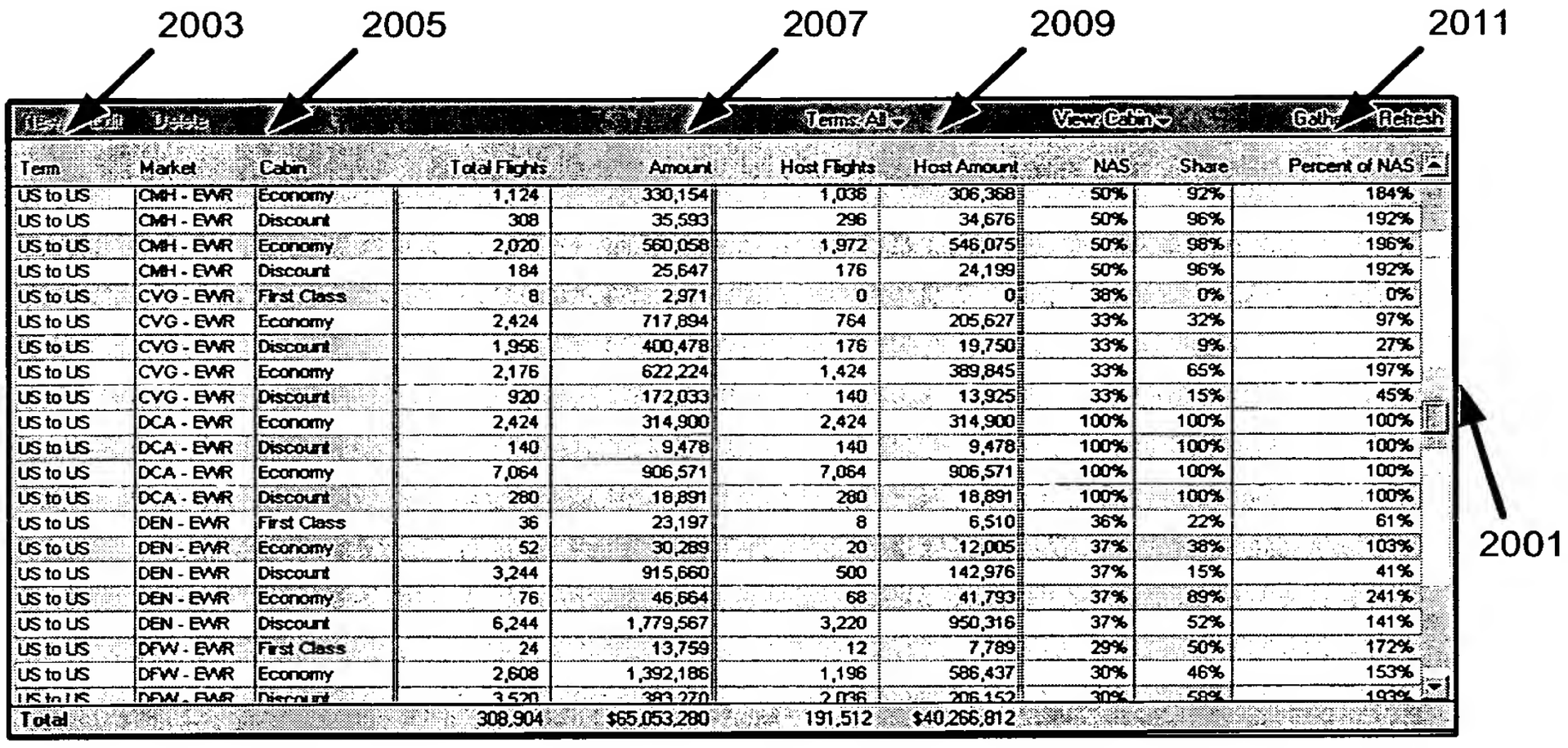


FIGURE 20
MARKET ANALYSIS SUMMARY SCREEN



Term	Market	Cabin	Total Flights	Amount	Host Flights	Host Amount	NAS	Share	Percent of NAS
US to US	CMH - EWR	Economy	1,124	330,154	1,036	306,368	50%	92%	184%
US to US	CMH - EWR	Discount	308	35,593	296	34,676	50%	96%	192%
US to US	CMH - EWR	Economy	2,020	560,058	1,972	546,075	50%	98%	196%
US to US	CMH - EWR	Discount	184	25,647	176	24,199	50%	96%	192%
US to US	CVG - EWR	First Class	8	2,971	0	0	38%	0%	0%
US to US	CVG - EWR	Economy	2,424	717,894	764	205,627	33%	32%	97%
US to US	CVG - EWR	Discount	1,956	400,478	176	19,750	33%	9%	27%
US to US	CVG - EWR	Economy	2,176	622,224	1,424	389,845	33%	65%	197%
US to US	CVG - EWR	Discount	920	172,033	140	13,925	33%	15%	45%
US to US	DCA - EWR	Economy	2,424	314,900	2,424	314,900	100%	100%	100%
US to US	DCA - EWR	Discount	140	9,478	140	9,478	100%	100%	100%
US to US	DCA - EWR	Economy	7,064	906,571	7,064	906,571	100%	100%	100%
US to US	DCA - EWR	Discount	280	18,891	280	18,891	100%	100%	100%
US to US	DEN - EWR	First Class	36	23,197	8	6,510	36%	22%	61%
US to US	DEN - EWR	Economy	52	30,289	20	12,005	37%	38%	103%
US to US	DEN - EWR	Discount	3,244	915,660	500	142,976	37%	15%	41%
US to US	DEN - EWR	Economy	76	46,664	68	41,793	37%	89%	241%
US to US	DEN - EWR	Discount	6,244	1,779,567	3,220	950,316	37%	52%	141%
US to US	DFW - EWR	First Class	24	13,759	12	7,789	29%	50%	172%
US to US	DFW - EWR	Economy	2,608	1,392,186	1,196	586,437	30%	46%	153%
US to US	DFW - EWR	Discount	3,520	393,270	2,036	206,152	30%	58%	193%
Total			308,904	$65,053,280	191,512	$40,266,812			

FIGURE 21A
DISCOUNT-ON REQUIREMENTS SCREEN

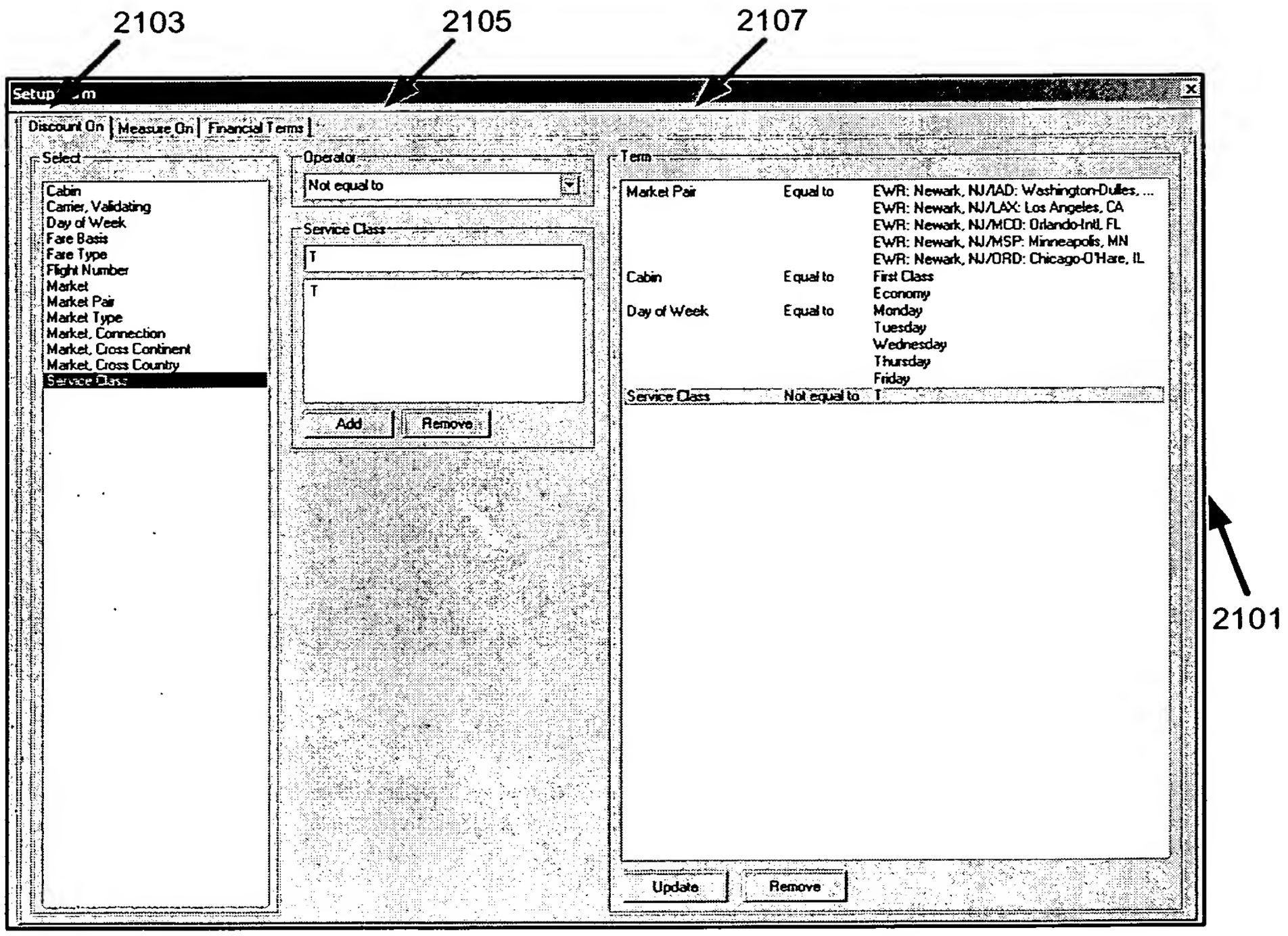


FIGURE 21B
MEASURE-ON REQUIREMENTS SCREEN

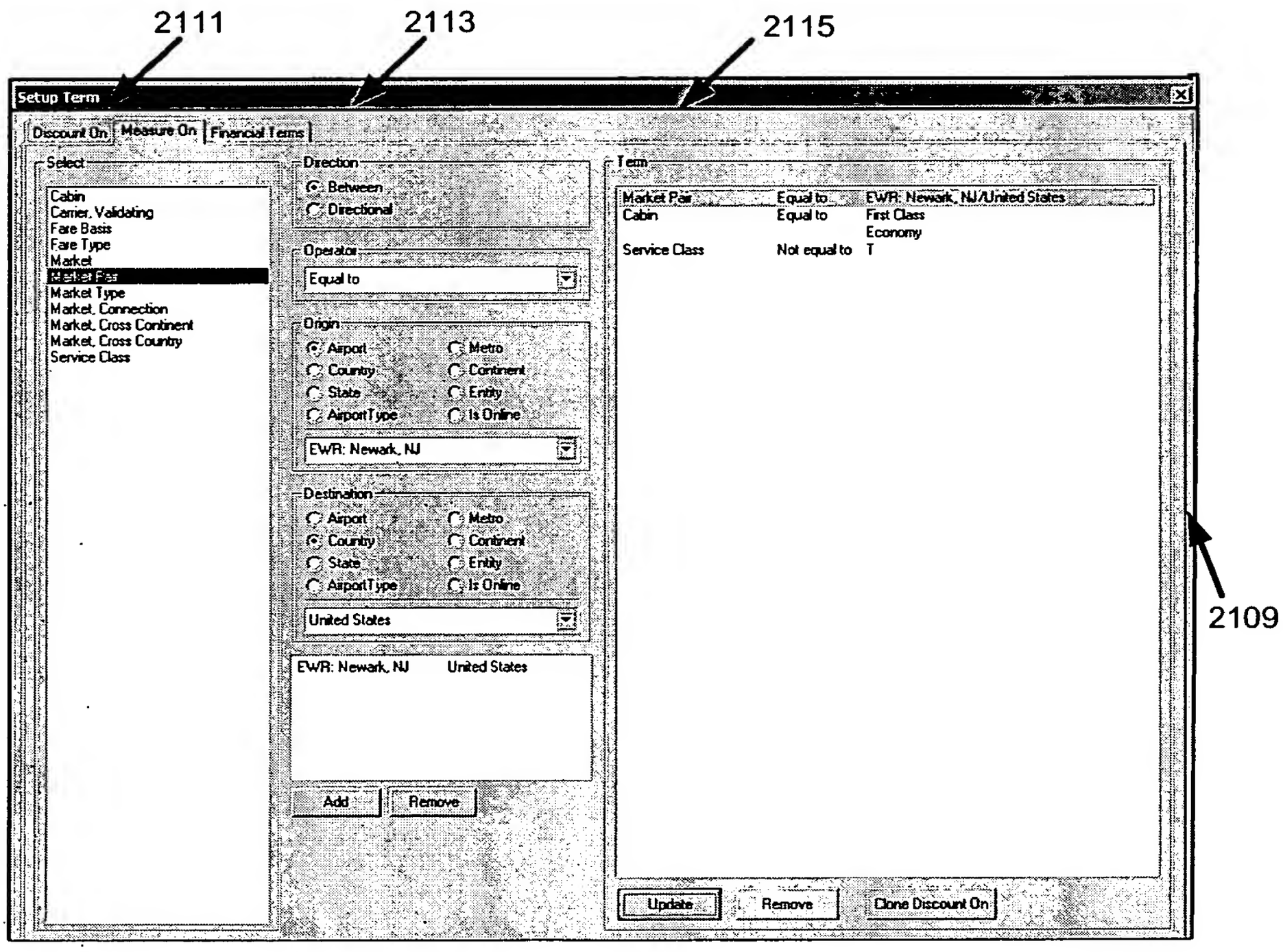


FIGURE 21C
FINANCIAL REQUIREMENTS SCREEN

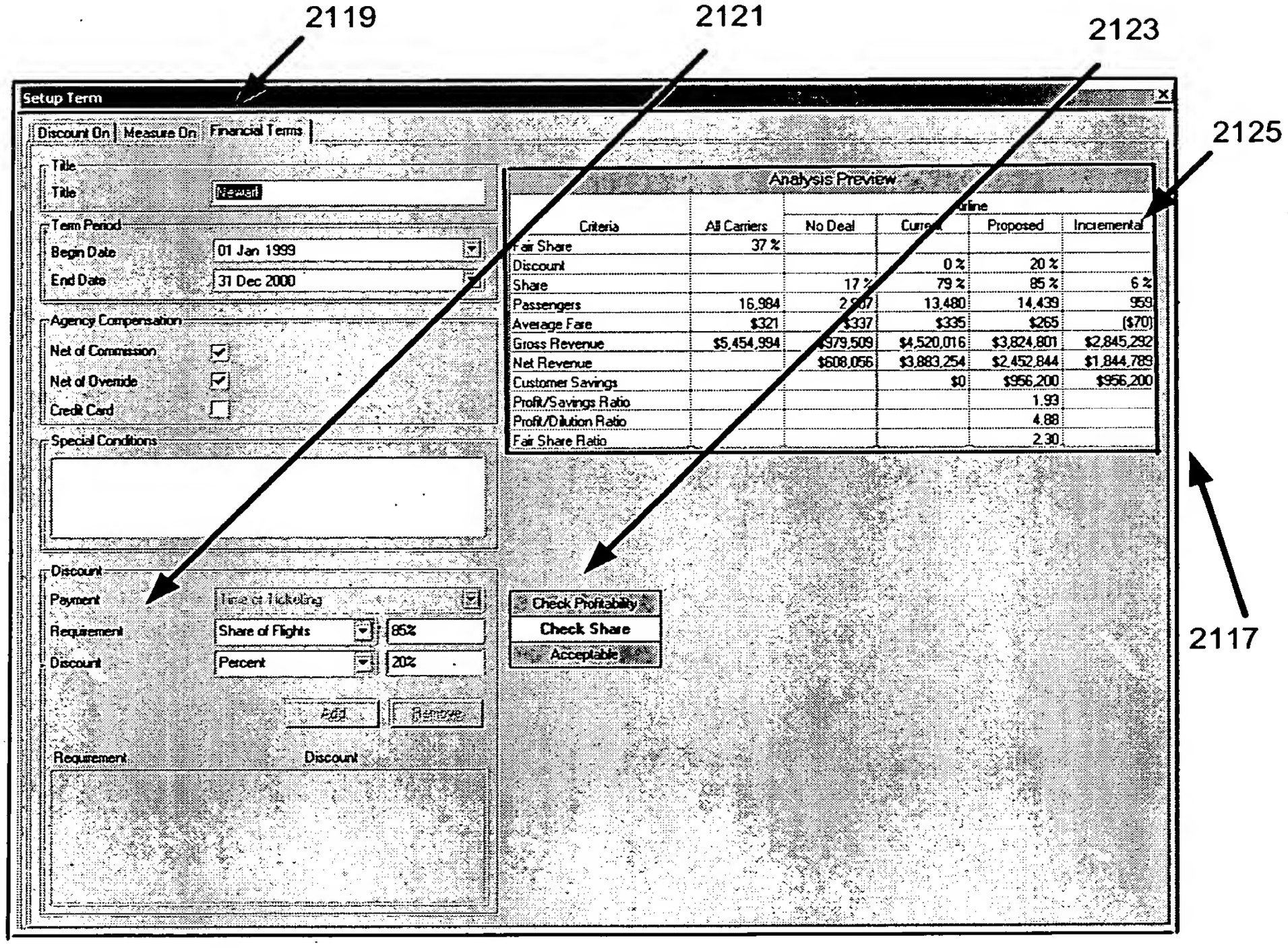


FIGURE 22
CONTRACT FORECAST SCREEN

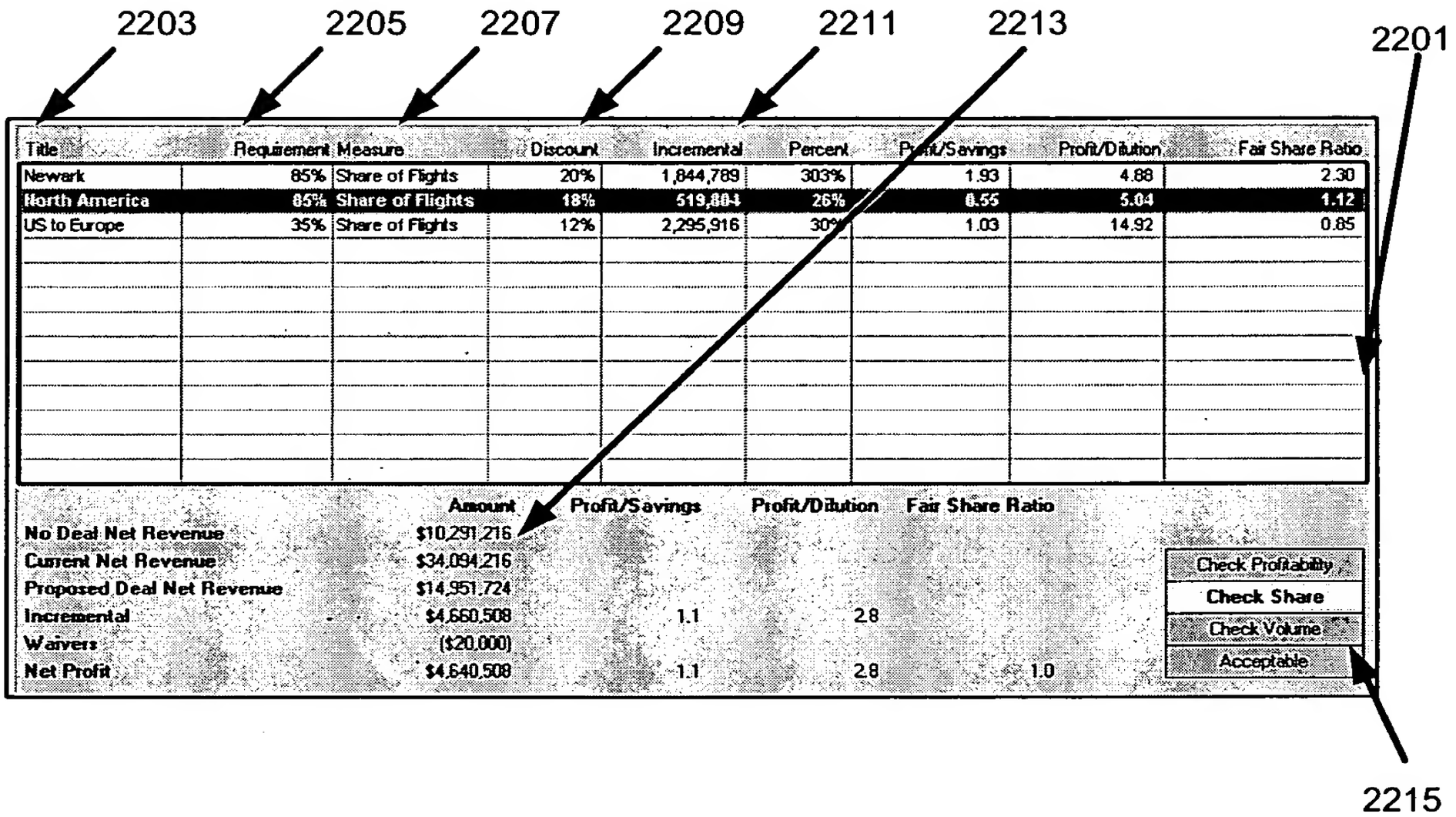
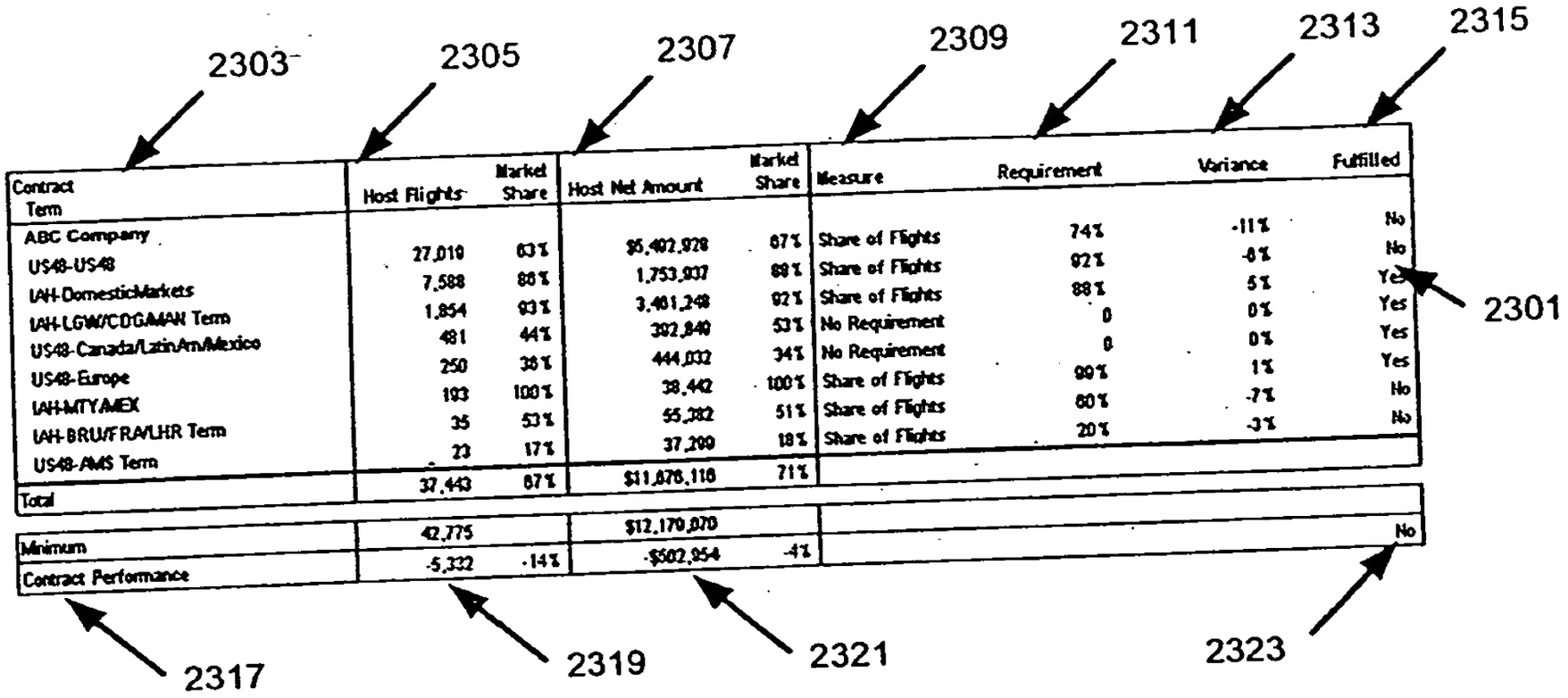


FIGURE 23:
ACTUAL CONTRACT PERFORMANCE SCREEN



Contract Term	Host Flights	Market Share	Host Net Amount	Market Share	Measure	Requirement	Variance	Fulfilled
ABC Company	27,019	63%	$5,402,928	67%	Share of Flights	74%	-11%	No
US48-US48	7,588	88%	1,753,937	88%	Share of Flights	92%	-6%	No
IAH-DomesticMarkets	1,854	93%	3,401,248	92%	Share of Flights	88%	5%	Yes
IAH-LGW/COGAMAN Term	481	44%	392,840	53%	No Requirement	0	0%	Yes
US48-Canada/LatinAm/Mexico	250	38%	444,032	34%	No Requirement	0	0%	Yes
US48-Europe	193	100%	38,442	100%	Share of Flights	99%	1%	Yes
IAH-MTY/MEX	35	53%	55,282	51%	Share of Flights	60%	-7%	No
IAH-BRU/FRA/LHR Term	23	17%	37,209	18%	Share of Flights	20%	-3%	No
US48-AMS Term								
Total	37,443	87%	$11,876,118	71%				
Minimum	42,775		$12,170,070					No
Contract Performance	-5,332	-14%	-$502,954	-4%				